

BULLETIN

HKGCC: THE VOICE OF BUSINESS IN HONG KONG

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'Can do,' or 'no can do'?
「做得到」或「做不到」?

JEFFREY LAM

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新一屆立法會： 「做得到」或 「做不到」？

在最近的立法會選舉中，破紀錄有19名議員放棄競逐連任，另有8名議員爭取連任失敗。來屆立法會將出現26名新面孔，同時有1名前議員重返議事廳。新一屆立法會或需要時間「熱身」，而社會各界亦很自然關注該批新立法會議員未來的工作表現。

值得注意的是，8名尋求連任失敗的上屆議員中，其中6名出戰地區直選失利，失去議席的候選人有5名為傳統泛民，而在他們所屬的選區，「本土派」均至少贏得一席。從另一角度看，「本土派」在較大的地方選區中皆贏得議席，但在最小的地方選區中卻並未取得議席。

今年立法會選舉投票率創直選歷史新高，可見港人渴望有更大發言權，以表達對香港管治的意見。很多選民對香港處理重大議題毫無進展感到不滿，希望情況有所改變，亦有人對香港「做得到」的精神漸變為「做不到」而感到失望。

總商會衷心祝賀所有當選的議員，並希望他們能讓香港發展重回正軌。我們亦希望新舊議員的交替能為立法會、政府及商界之間的合作，注入新動力。社會對年輕議員寄予厚望，因為他們是香港的未來，他們如何履行議員職責將影響本港未來的發展路向。

選舉期間，很多候選人將焦點放在如何讓香港重回正軌，為香港創造光明繁榮的未來，亦有候選人主張激進的政治轉變，包括把香港推向「本土主義」。隨著競選活動告一段落，政治取態應留在議會之外，議員應專注處理迫切議題，並開始處理經濟及就業問題。

香港與鄰近地區相比，正迅速失去競爭優勢，這已經是不爭的事實。舉個例子，深圳已超越香港成為創新及科技樞紐，現時進駐深圳的《財富》500強企業數目比香港還多。自2013年起，深圳的貨櫃吞吐量已遠遠拋離本港，其GDP在去年達2,700億美元，與香港的3,090億美元相差不遠。

立法會的職責本為改善市民福祉，促進本港經濟，但近年來，議會經常被議員的個人政治利益，以至拉布等破壞性策略所騎劫，導致香港原地踏步，社會瀰漫著「做不到」的氛圍。隨著新一屆立法會議員即將履新，我們希望議員能停止內部政治爭拗，重振「做得到」的香港精神。

不論議員對政府及中港關係有何政治觀點，他們的主要角色是審議及制訂法律，提供適當的制衡，以確保香港只有在有需要時立法，延續本港傳統「寬鬆」的規管環境。如有必要立法，則必須制訂高質素的法例，並確保其適用於香港的成熟經濟體系。

我們需要政府的領導，以回應公眾的需要和訴求，同時也要積極與所有議員交流，讓他們能順利履行審核擬議法案的職責，使立法會不至淪為只進行政治辯論的場所。✿

New LegCo: 'Can Do' or 'No Can do'?

At the recent LegCo election, a record of 19 incumbents didn't seek re-election, while eight incumbents who ran lost. That returned 26 new faces to LegCo, plus one former member. It may take time for the new LegCo to "warm up" and the community is naturally concerned about what the new legislators can deliver.

Interestingly, six out of the eight incumbents lost in Geographical Constituencies (GC). Five of the six losses were suffered by the traditional "pan dems" and all of them in GCs where the "localists" won at least one seat. From another angle, "localists" won seats in the larger GCs and none in the smallest GC.

The highest voter turnout in direct election history sent a clear signal that people want a greater say in how Hong Kong is run. Many are disillusioned by the lack of progress in addressing key issues and want to see change. Others are frustrated by how Hong Kong's "can do" spirit has given way to "no can do."

The Chamber warmly congratulates the winners, and hopes they will help to put Hong Kong's development back on the right track. We also hope that the changing of the guards will provide fresh impetus for proactive engagement between LegCo, Government, and business. The community has high hopes for the youthful members, as they are Hong Kong's future and how they fulfill their duties as legislators will shape the direction we move in.

While many campaigns in the election focused on getting Hong Kong back on track, or looking forward to a bright and productive future, some focused on drastic political changes, including pushing Hong Kong towards "localism." With electioneering behind us, political ideology should be left outside LegCo and legislators should hone in on pressing issues, starting with the economy and jobs.

It is an undisputed fact that we are rapidly losing our competitive edge to our neighbours. Shenzhen, for example, has surpassed us as an innovation and technology hub, and now houses more Fortune 500 companies than we do. Since 2013, Shenzhen's container throughput has been pulling further and further ahead of Hong Kong's, and its GDP of US\$270 billion last year was not far behind Hong Kong's US\$309 billion.

In recent years, LegCo's duty of improving the welfare of citizens and the economy has all too often been hijacked by self-serving political interests, and destructive tactics such as filibustering. Hong Kong is standing still and "no can do" has pervaded the entire community. With LegCo now being steered by a new term of legislators, we hope they can put an end to internal political bickering and rekindle our "can do" spirit.

Whatever legislators' political views are on the Government or on Hong Kong's position in Mainland China, their primary role is to scrutinize and make law. They provide a check and balance to ensure Hong Kong legislates only where necessary, in accordance with its traditional "light-touch" approach. When legislation is deemed necessary, then it must be of a high quality that befits Hong Kong's sophisticated economy.

We will look to the Government for leadership in addressing the public's needs and aspirations and engage positively with all legislators to fulfill their constitutional duty of scrutinizing proposed bills so that LegCo does not descend into a forum for mere political debate. ✿

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Talking business and politics with Jeffrey Lam
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Voice of Business 商界之聲

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New Term, New Challenges

I am honoured to have been re-elected as your Legislative Representative for Commercial (First) in the Legislative Council election on 4 September. Thank you for your trust and support.

Having served as the Chamber's LegCo rep for 12 years, I understand that people have higher expectations for me in the years ahead, and rightly so. During the election canvassing, I heard different views and aspirations from the business community. I sincerely thank you all for allowing me to learn something new every day, and I always believe that I can do a better job. I will work harder to serve the community, make the voice of business heard loud and clear and give suggestions on how we can boost economic development and improve the livelihoods of people in Hong Kong.

With the introduction of new, young faces to LegCo, I have noticed that many members of the pro-establishment camp are professionals, while many members of the democratic camp are "street fighters," who are not as well-known, but nonetheless active in social movements and social networks. To some extent, this phenomenon also reflects the climate of public opinion and the change in Hong Kong's political development.

How did this change happen? In the past, qualifications and experience were among politicians' most valuable assets. Many voters felt that the Legislative Council was not functioning properly, so voted for new faces in the hope that they would bring in new ideas and "fix" LegCo. However, with the departure of senior politicians and the arrival of newcomers, does it mean that LegCo will get back to normal? Will the quality of debate be enhanced? We will have to wait and see.

The election results also revealed that the moderate camp seems to have lost a lot of its support base. Politicians have to take a clear stance on whether they support or oppose the Government. To a certain extent, this also indicates a worrying situation in which social confrontations are mounting.

I anticipate that disputes between the pro-establishment and non-establishment camps will continue. It will be more difficult for them to reach a consensus on various social issues since they may have different stances on every single issue. As such, filibustering will continue to take place and even become more frequent.

As a member representing the business sector, in addition to enhancing unity among the pro-establishment party and people from the business community, I also need to communicate and coordinate with the labour sector, pan-democrats and different stakeholders. Please understand that when I do my work, I do not do it in front of the cameras to win publicity points. Discussing things in private is more effective for producing a win-win situation for all parties. I hope that all legislators can work with the goal of both sides winning, rather than an "I win, you lose" mentality which seems to be spreading through LegCo and the community. 🌸

新一屆 新挑戰

承蒙各位會員對我的信任與支持，讓我於9月4日舉行的立法會選舉中，順利連任商界（一）立法會議員。

作為服務總商會已12年的議員，我明白今後大家對我的要求會更高。在今次選舉的過程中，我聽到業界多方面的意見和訴求。感謝您們，讓我每一天都能夠學習。我深信我可以做得更好，在未來的日子，定當加倍努力服務社群，為工商界發聲，為香港經濟與民生發展建言獻策。

新一屆立法會除了多了不少年輕新面孔，我亦留意到一個頗有趣的現象——建制派議員呈專業化，例如不少議員本身是律師；泛民主派則有不少「街頭戰士」當選，他們本身的知名度不算高，但活躍於社會運動和社交網絡。這些現象，某程度亦反映市民的取向及香港的政治潮流的轉變。

政治潮流為何有所轉變？過往，資歷就是從政者的財產；到了今天，不少選民覺得議會空轉，傾向將選票交給新面孔，希望帶來新思維。但資深政客退場，新人來了，是否就代表議會不再空轉？議事廳裡的辯論質素會否提升？大家都拭目以俟。

可悲的是，從選舉結果來看，「中間派」似乎在現今的香港沒有市場。要麼你表明撐政府，要麼你高調反政府。某程度亦反映，社會對立情況加劇，情況令人擔心。

我預見，建制與非建制對立將持續，各陣營對不同社會議題意見不一，要達成共識將更困難，拉布情況將會持續甚至加劇。

作為商界議員，我認為除了要團結建制派及其他工商界人士外，亦必須與勞工界人士、泛民主派以及社會上不同持份者溝通和協調。請體諒我不會每件事都在鏡頭面前做，因為要達至互利共贏，私下斡旋與協調的效果或會更佳。我期望所有議員都以共贏為目標，而非以「我勝你負」的心態處事，這種現象似乎已蔓延至立法會及社會。🌸



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CEO Comments 總裁之見

Undermining Hong Kong as a Listing Centre

The Chamber supports public policy initiatives which enhance Hong Kong's attraction as a place for overseas companies to do business – including listing on our stock exchange. However, the recent proposals by the SFC and Stock Exchange in a joint consultation paper, while apparently designed for this purpose, cause us great concern.

The proposals would essentially remove from the Stock Exchange's Listing Committee many of its existing responsibilities, and place them in the hands of two new committees – the "Listing Policy Committee" and "Listing Regulatory Committee," on which the SFC would have equal representation with the Stock Exchange. The consultation states that this proposal is intended to "make the overall process [of listing] more efficient." But it is hard to see how the establishment of two new committees, alongside the existing one, would increase efficiency. Intuitively, three committees instead of one would seem to make the decision-making process more cumbersome and inefficient, rather than less so.

The Chamber believes that any new regulatory initiative such as this should have a demonstrated need, and that its benefits should outweigh its costs. However, looking closely through the consultation paper, no need has been demonstrated. On the contrary, the consultation itself acknowledges Hong Kong's international success as a listing centre, particularly for IPOs.

In short, these proposals would seem to be counter-productive to the stated objective of increasing efficiency in the listing process, and no evidence has been presented that the current system is not working well.

The proposals have implications which go far beyond listing on the stock exchange. Hong Kong has a well-earned reputation internationally for its free market and light-touch regulatory approach – something that this Chamber and its members wish to defend. Issuing regulatory proposals such as this to change the status quo, without any clear or convincing case to do so, can only serve to undermine this reputation.

The Chamber wrote to the SFC and Stock Exchange to express our concerns, and subsequently arranged meetings to discuss the consultation. We also questioned the timing of the consultation exercise – over the summer holiday period when many stakeholders in Hong Kong were unable to give the consultation their full attention. SFC and HKEX have since agreed to extend the consultation by two months to give people more time to provide informed responses.

The Chamber also organized a meeting with a team from the Securities and Futures Commission led by CEO Ashley Alder on 13 September to hear members' views on the consultation. We will continue to organize meetings with members to get their feedback on the proposals, which will be formulated into sound reasoning to illustrate to the SFC and Stock Exchange why they would be ill-advised to go ahead with these proposals in its consultation. 🌸

削弱香港 上市中心的地位

任何能夠吸引更多海外企業來港營商和上市的政策，總商會都會支持。然而，證監會及港交所近日在聯合諮詢文件中提出的建議，儘管明顯是為了達到這個目的，卻引起極大的關注。

有關建議將取消港交所上市委員會的多項現行職責，並將之轉移至兩個新成立的委員會——「上市政策委員會」及「上市監管委員會」，當中證監會與港交所所有相同的代表權。該文件指出，此建議旨在「令整體 [上市] 程序更具效率」，惟在現行的委員會之上增設兩個新委員會將如何提升效率，實在令人費解。簡單而言，三個委員會比一個似乎反而令決策過程更繁複，影響效率。

總商會認為要引入這類新的規管措施，必須有確實的需要，並要肯定其好處多於付出的代價。不過，細閱諮詢文件後，卻沒顯示有此必要。相反，該諮詢文件本身亦認同香港作為國際上市中心的成就，尤其是首次公開招股方面。

簡言之，這些建議對於達致提升上市程序效率這一既定目標，看來只會適得其反，而且沒有證據顯示現行的制度有所不足。

除了影響企業在證券交易所上市，諮詢文件的建議亦會帶來其他深遠的影響。香港以自由市場和適度的規管享譽國際，而這些都是總商會和會員希望捍衛的優勢。今次提出的規管建議會改變現行做法，卻沒有任何明確或令人信服的理由，只會損害我們的名聲。

總商會已去信證監會和港交所表達我們的關注，其後亦安排了幾次會議，討論諮詢文件的內容。我們亦質疑為何諮詢在暑假期間進行，令許多持份者未能投放大量時間作充分回應。就此，證監會和港交所已同意把諮詢期延長兩個月，讓各界有更充裕的時間作出回應。

本會亦於9月13日與證監會行政總裁歐達禮率領的小組開會，聽取會員對諮詢文件的看法。我們將繼續舉行會議，了解會員對有關建議的意見，並將之綜合為具充分理據的建議書，向證監會和港交所表明不宜推行文件所提出的建議。🌸

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Talking Business and Politics with Jeffrey Lam

與林健鋒談商論政

Jeffrey Lam, the Chamber's LegCo Representative,
speaks with *The Bulletin* after being re-elected

總商會立法會代表林健鋒於獲選連任後接受《工商月刊》專訪

THE BULLETIN: *Congratulations on being re-elected as the Chamber's LegCo Rep. What will be your key priorities for the coming year?*

JEFFREY LAM: Thank you. It is an honour to be re-elected to serve members for another term. One of my priorities, as I said before the election, will be to continue to fight against the increasing tide of regulation that threatens to overwhelm businesses, especially smaller ones, with unnecessary red tape. For example, I will be watching closely how the Competition Ordinance is implemented in practice, how planning and building regulations can be simplified and how the Government reviews its "extraordinary" stamp duty measures, as it has promised to do.

I will also strive to bridge gaps to present a united front against the common dangers and challenges that we face by reaching out to members, especially our SMEs, so that they all can have a voice in shaping our way forward.

B: *You were criticised during the campaign for not going head to head with Joseph Chan. Why didn't you do that?*

JL: I stand by that decision. Going "head to head" may have certain advantages when two candidates are trying to sell completely different visions to the public at large. Even then it can still lead to conflicts and polarization, as

we have seen. We will win no support for furthering the cause of business by participating in a slanging match.

There is a time to be high profile, and the time for that is when defending publicly is of fundamental importance to Hong Kong. I never have nor will I ever hesitate from doing so as the Chamber's LegCo rep.

B: *Some people believe the huge voter turnout was due to the public's frustration with Legco being dysfunctional. What is your view?*

JL: We can only make intelligent guesses as to the reasons for the record turnout. Filibustering and other disruptive tactics may well have been one of the factors, but also, another factor I believe was the public's concerns over economic growth, both locally and internationally. We also have livelihood issues, the emergence of the so-called "localists" and so on. Whatever the reason, one thing is sure: having so many Hong Kong citizens choosing to make their own individual voices heard is a positive thing.

B: *What is your view on the many new faces that were elected to LegCo?*

JL: Quite a lot of well-established figures across the political spectrum stepped down before the election, in addition the proportional representation system used

in the geographical constituencies tends to make the advantage of incumbency less than, for example, it is in some Western jurisdictions, such as the U.S.

The big media topic has been of course the success of six “localist” candidates, which is said to have diminished the influence of the traditional “pan-democratic” camp. Whether this is so remains to be seen, as does whether this is a “protest vote” of the type seen elsewhere in the world or a long-term trend. What is certain is that it will be a problem, both for the Administration and for legislators, to work with an even larger number of political groupings, some of whom are very much a one-man band.

B: What do you think will be the challenges with the new composition?

JL: As I said, we will be dealing with a greater number of political parties and groupings, and it will take time for

the various alignments to work themselves out. Much will depend on the willingness of individual legislators to form cross-party or group alliances on specific issues: those who agree on social policy, for example, may not necessarily do so on constitutional reform.

A major problem will be to ensure that legislators’ time – which means taxpayers’ money – is used productively. This means reducing filibustering and the tabling of endless amendments in order to block the effective operation of the Government. Legislators have no right to operate against the public’s interest just to score debating points, but the pro-establishment camp still lacks the votes needed to change the rules to block such behavior completely. We will need to work very hard.

B: I had lunch with some international dignitaries recently, and they could not comprehend how people can be elected to Legco if they only criticise and block procedures and



We need as a business community to reach out to universities, schools and even NGOs – not just Government departments, legislators and the media – to get the message across.

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never offer any suggestions or solutions. I couldn't give them an answer. What would have been your answer?

JL: I don't think it's true that all legislators simply "criticize and block," although for the time being the system unfortunately allows them to do so – I was elected after all! And there are plenty of legislators from geographical constituencies who take a more constructive view.

Of course, there are always a minority who abuse their position at the expense of their fellow legislators, the Administration and the public. They can enjoy a certain amount of support at times when the public are fed up enough to cast a protest vote, but still basically secure in their livelihoods. The risk is that this behavior can spread to the point where ordinary livelihoods are threatened. We have not reached that point yet, but obviously it could happen.



There is an important balance to be struck between facilitating SMEs' free operation and handing out grants or loans when needed.



B: The business sector is often viewed as the bad guy exploiting people. How can we better promote businesses' importance for the economy and the public?

JL: Only a few years ago, few people in Hong Kong would have queried the over-arching importance of business as the city's life blood. We have no natural resources other than cash and our wits. We have done so well because both the local and national governments, before and after 1997, have recognized this and because we have worked extremely hard to maximize our "positives," including increasing integration with the Mainland. Nothing of substance has changed. So, if at least some sectors of the public and our youth in particular appear not to grasp businesses' role in our city's well-

being, it is our fault for not explaining clearly, or perhaps for taking them – and our successes – too much for granted.

We need as a business community to reach out to universities, schools and even NGOs – not just Government departments, legislators and the media – to get the message across.

B: In the past few years, more and more regulations have been placed on businesses. What do you think were the reasons for this? Do you expect this will continue?

JL: There are arguably two reasons. The first is an international, or at least Western trend to regulate everything that moves. The Government's role in society has been growing exponentially in the West, at least since the 1960s. Second, we have a bad habit of imitating this trend without enough thought for local circumstances. The Government is complicit, because it is easier for it to pass measures that are apparently for the better health or security of the people than ones which benefit the economy but affect vested political interests.

I see no sign of the inclination to regulate diminishing, so we must make sure our arguments are logical and loud. The best approach is to press the Administration to conduct proper risk-benefit and economic assessment analyses before introducing new regulations on business.

B: Most companies in Hong Kong are of course SMEs, fighting to survive and find customers. What impact is increasing regulation having on them?

JL: Any Government regulation weighs heavily on smaller companies. As there are over 300,000 SMEs in Hong Kong, it would be grossly negligent of the Administration to put forward any regulatory measures for the public, let alone legislative consideration, without full and transparent assessments of risks and benefits.

Any proposed regulations should first go through a full impact assessment. As we have seen with the Competition Ordinance, or with the legislation on First-Hand Residential Properties, or with the proposals for standard working hours, the Government is going forward blindly with no understanding of the impact that the regulations will have on businesses.

Of course Hong Kong remains a competitive place to do business, and of course SMEs have to change with the times. But equally, we cannot take for granted our competitive advantage or the challenges posed by more business-friendly competitors. We hope the Government does not depart from the proven success of a light regulatory touch.

B: What policies would you like to see put in place to help SMEs?

JL: There is an important balance to be struck between facilitating SMEs' free operation and handing out grants or loans when needed. The first of these – helping SMEs to operate in the free market – is important. SMEs now face higher rents, manpower shortages and restrictions on access to finance. The first of these is a long-term, economic issue. The second requires strategic action by the Government – to win public support for the importation of labour on a major scale – that is obviously a medium-term challenge. On the third, the Government has listened to our concerns about challenges companies have experienced in opening a bank account, and banks have responded, which is a positive development.

As for direct financial help, I am proud to have played a part in the establishment of measures such as the SME Export Marketing Fund and the SME Financing Guarantee Scheme. The only problem with such schemes again lies in implementation – too much red tape which Hong Kong businesses deplore and which cuts off their oxygen.

B: The Belt & Road initiative is being touted as a fantastic new opportunity for Hong Kong businesses, large and small. How in your view can Hong Kong SMEs capitalize on the plan?

JL: The Belt and Road initiative is certainly not “all talk.” The establishment of the Asian Infrastructure Investment Bank (AIIB), the huge investment of the Chinese Government in the 60 or so countries that form part of our new Silk Road and the commitment of the Hong Kong Administration to make Hong Kong the lynchpin of the system are clear signposts for us all. But false expectations can arise if the “Belt and Road” is regarded as a short-term policy initiative with limited goals and quickly measurable outcomes. It is not.

The Belt and Road is creating the largest transfer of financial and human capital from one country to others since the Marshall Plan. Huge infrastructure projects funded by SOEs and major corporations may grab the headlines, but on the back of each airport, rail, road or harbour project are tens of thousands of financial, legal, logistic, trading, cultural, educational and other opportunities for Hong Kong businesses.

I feel strongly about this, because Chamber members must set the pace when it comes to an initiative that is free for once from Government restriction! I hope that the Chamber will establish a focused group devoted to the Belt and Road initiative, to help the Administration in explaining and developing the potential that lies within our grasp. ❁



問：恭喜你當選總商會立法會代表。未來一年，你的重點工作會是甚麼？

答：謝謝，我很榮幸能夠獲選連任立法會議員。正如我在選舉前說過，我的其中一項要務是繼續打擊規管日增的情況，以免企業（特別是小企業）被不必要的繁瑣規定壓垮。例如，我將密切監察《競爭條例》的實施、如何簡化規劃和建築規例，以及政府如何兌現承諾，檢討印花稅方面的「非常」措施等。

我亦會透過接觸會員特別是中小企，讓他們能夠就未來路向表達意見，致力消除各方的分歧，團結一致地應對我們的共同危機和挑戰。

問：你在選舉期間被批評未有與陳浩濂作正面交鋒。原因為何？

答：我仍會堅持這個決定。當兩位候選人嘗試向大眾推銷兩種截然不同的願景，「正面交鋒」也許有好處，但正如我們所見，結果會導致紛爭和分化。互相謾罵並不能為我們贏得更多的支持。

然而，當公開辯護對香港有利，這時就需要高調地表明立場。作為總商會立法會代表，我必定會毫不猶豫地表態。



我們商界除了要接觸政府部門、議員和媒體，
也要與大學、學校甚至民間組織溝通，
才能把訊息傳達出去。



問：有人認為選民投票率高，原因是市民不滿立法會的運作。你對此有何看法？

答：對於投票率創新高，我們只能作出合理的猜測。拉布和其他破壞性的手段或許是其中一個因素，但我認為公眾對本地及全球經濟增長的關注亦是原因之一。我們亦面對民生問題、所謂「本土派」的冒起等等。無論原因為何，有一點可以肯定：有這麼多香港市民選擇為自己發聲，是一件好事。

問：對於眾多新面孔當選進入議會，你有何見解？

答：很多為人熟悉的政界人物都在選舉前退下來，而地方選區採用的比例代表制，亦令在任議員的優勢比不上美國等部分西方國家。

當然，媒體報導的一大焦點自然是六位「本土派」候選人成功當選，據稱還削弱了傳統「泛民」陣營的影響力。至於這說法是否屬實，而這情況又是否一如其他國家的人民般「為抗議而投票」，抑或只是長遠的趨勢，則仍有待觀察。然而，可以肯定的是，要與更多的政治團體合作，部分甚至是獨立議員，對於政府和議員來說，都會是個難題。

問：立法會有新的議員組合，將帶來甚麼挑戰？

答：如前所述，我們將要面對更多的政黨和團體，而各個團隊磨合需時，很視乎個別議員是否願意就特定議題組成跨黨派的聯盟，例如認同社會政策的議員，未必會支持政制改革。

另一個主要問題是要確保議員的時間——即納稅人的金錢——用得其所。這就是說減少拉布和提出沒完沒了的修訂，以免妨礙政府的有效運作。議員無權為了爭取辯論的得分，而做出違反公眾利益的事，但建制派仍然缺乏所需的選票來改變規則，以完全制止此等行為。我們將要加倍努力。

問：我最近與一些國際要人共膳，他們無法理解何以一些只懂批評、阻撓程序，而從來不會提出任何建議或方案的人士能夠當選議員。我無法給予一個答案，你的答案又是甚麼？

答：我認為不是所有議員都只懂批評和阻撓，雖然現時的制度容許他們這麼做。畢竟並非只有他們能進入議會，我也成功當選！事實上，不少來自地方選區的議員都能提供建設性的意見。

當然，總會有少數人濫用自己的身分，損害其他議員、政府和社會的利益。當公眾基本上仍可穩住生計，他們對現狀的不滿，足以令他們投抗議票，這些人便可享有一定的支持度。當中存在的危機，就是這種行為會擴展至一個地步，使基本生計亦受到威脅。我們尚未去到那個地步，但顯然有機會出現。

問：商界常予人剝削者的負面形象。我們可如何加強推廣商界對經濟和社會的重要性？

答：幾年前，很少港人會質疑商業活動為城市命脈的關鍵角色。我們並沒有任何天然資源，只有資金和人才。憑藉這兩個元素，我們取得了卓越的成就，因為香港和中央政府於1997年前後都意識到這一點，而我們亦一直致力擴大自身的「優勢」，包括加強與內地融合。這些條件都沒有出現重大的轉變。因此，若部分市民特別是年輕人，仍未能了解商界對於一個城市的福祉所發揮的作用，那就只怪我們未有解釋清楚，而且把我們的優勢和成就看得太過理所當然。

我們商界除了要接觸政府部門、議員和媒體，也要與大學、學校甚至民間組織溝通，才能把訊息傳達出去。

問：過去數年，企業面對的規管愈來愈多。原因何在？情況會否持續？

答：我認為有兩個原因。首先在國際上，或至少在西方國家出現的趨勢，是傾向過度規管。自1960年代起，政府在西方社會中的角色不斷膨脹。第二，香港社會有個不太好的習慣，就是在未有充分考慮本地的情況下，便跟隨這個趨勢。政府亦有此傾向，因為要通過一些能夠明顯改善市民健康和安全的措施，總比一些可促進經濟但卻會影響既得政治利益的政策來得容易。

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政府要在促進中小企的自由運作，
以及在有需要時發放資助和貸款之間，
取得重要的平衡。



我認為沒有跡象顯示規管會有所減少，因此我們必須確保有合理和充分的論據。最好的方法是敦促政府在引入新商業法規前，要先進行適當的風險效益評估和經濟分析。

問：本港大部分公司均為中小企，他們正掙扎求存，竭力尋找客戶。規管日增對他們有何影響？

答：任何規管都對小企業構成極大的影響。香港有超過30萬家中小企，假如政府在未有作出立法考慮，以及進行全面和公開的風險效益評估之前，便貿然向公眾實施規管措施，那顯然就是失職。

任何擬議的規管應先通過全面的影響評估。從《競爭條例》、一手住宅物業規管或標準工時立法建議等情況可見，政府正盲目推進規管，而未完全了解對企業的影響。

當然，香港仍然是一個具競爭力的營商地點，而中小企固然亦要與時並進。但同樣地，我們不能視自身的競爭優勢或其他更有利營商的競爭者所帶來的挑戰為理所當然。我們希望政府不會背離一個尺度適中而又行之有效的規管制度。

問：你希望政府推出甚麼政策來協助中小企？

答：政府要在促進中小企的自由運作，以及在有需要時發放資助和貸款之間，取得重要的平衡。前者——協助中小企在自由市場運作——十分重要。中小企如今面對租金高企、人力短缺和融資困難。當中第一項是長遠的經濟問題。第二項需要政府採取策略行動——爭取市民支持大規模輸入勞工，這顯然是中期的挑戰。至於第三項，政府已聆聽了我們對企業難以開設銀行賬戶的關注，而銀行亦已作出回應，這是正面的發展。

直接財務援助方面，我很高興能參與成立「中小企業市場推廣基金」及「中小企融資擔保計劃」等措施。這些計劃的問題在於落實——本港企業實在要應付太多繁瑣的程序，他們已喘不過氣。

問：「一帶一路」戰略被視為本港大小企業的龐大新商機。你認為香港的中小企可如何抓緊計劃下的機遇？



答：「一帶一路」戰略絕非「空談」。亞洲基礎設施投資銀行（亞投行）的設立、中國政府在新絲綢之路沿線60多個國家的巨額投資，以及港府致力使香港成為該體制的核心，都是清晰的路標。不過，如果「一帶一路」被視為一項目標短淺、可快速見效的短期政策，則可能會產生錯誤的期望。

繼馬歇爾計劃後，「一帶一路」正帶動最大規模的財政和人力資本跨國轉移。由國企和主要企業注資的大型基建項目或許是焦點所在，但每個機場、鐵路、道路或港口項目背後，卻可為港企帶來數以萬計的金融、法律、物流、貿易、文化、教育和其他機遇。

我認為總商會會員必須走在最前，積極參與這個免受政府限制的計劃！我希望總商會能夠成立一個專責小組，集中處理「一帶一路」戰略的相關事宜，協助政府向外解釋和拓展我們的潛力。✿

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Tokyo 2020

Can the Tokyo 2020 Olympics boost tourism and construction activities in Japan?

The closing ceremony of the Olympics in Rio gave us a glimpse of what the Tokyo Olympics may look like. At the ceremony, following a sleek promotional video featuring athletes and various cartoon characters such as Doraemon and Hello Kitty, Shinzo Abe, the Prime Minister of Japan, made a shock appearance as he popped out of a green drainpipe dressed as Super Mario. Usually characterised as a stern leader, the presence of Abe impersonating the famous video-game character stunned the audience and videos of his “performance” have gone viral on the Internet.

In the meantime, Osada et al (2016), researchers at the Bank of Japan (BoJ), are quite confident that the 2020 Olympics will contribute positively to the Japanese economy, suggesting that the positive influence would be mainly channelled through a boost in tourism and the demand for construction activities associated with the event. In this article, we will explore the short- and medium-term trends of these areas.

Tourism will likely benefit from the Games

Looking into previous Games, Bruckner and Pappa (2015) acknowledged that real GDP growth would increase notably from two to five years prior to the year when the Games were held. The authors suggested that the positive effects on the host country's GDP would be about 10% on a cumulative basis, with part of it to be

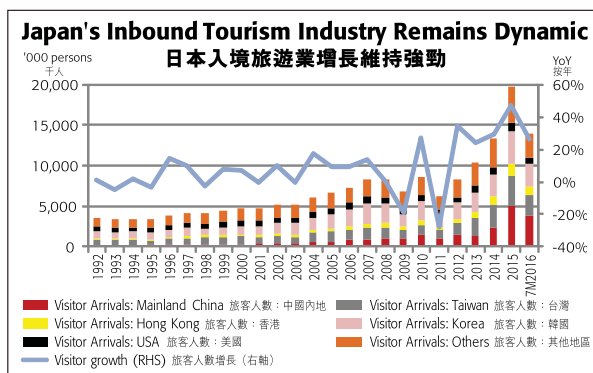
channelled through mounting tourism flows into the host country. This view is echoed by Osada et al, and the BoJ researchers advocated that Japan would need to grasp the opportunities and boost the promotion of tourism resources in the country.

Taking this into consideration, the Japanese government set a target of receiving 20 million incoming visitors by 2020, which has since turned out to be low hanging fruit.

In the last few years, the Japanese tourism industry has expanded at a pace that is at least 70 times faster than the overall Japanese economy in recent years. In 2015, Japan received some 19.7 million visitors (+41.7% YoY), which represented a 136.1% increase compared to 2012. Such jaw-dropping numbers are much more upbeat than the 0.5% YoY real GDP growth in 2015 and the 1.9% growth between 2012 and 2015.

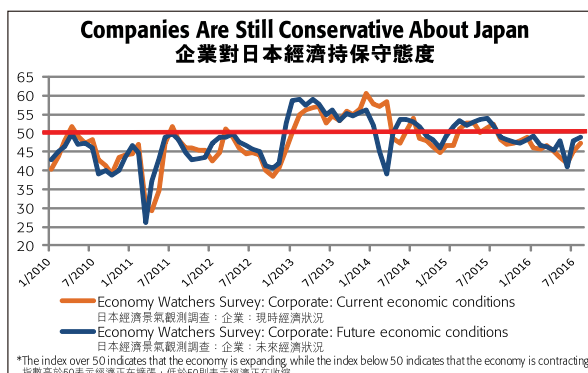
With the diverging trends between the tourism sector and the overall economy, its contribution to the economy is also becoming more significant. Given Japan's incoming visitors figure of 11.7 million (+28.2% YoY) in the first half of 2016 and that the economy continued to see lacklustre momentum and only grew 0.5% YoY during the same period, this phenomenon is expected to persist in the near future. KNOEMA pointed out that the tourism sector represented about 7.9% of the country's GDP in 2015, and this number should continue to climb.

Chart 1 圖一

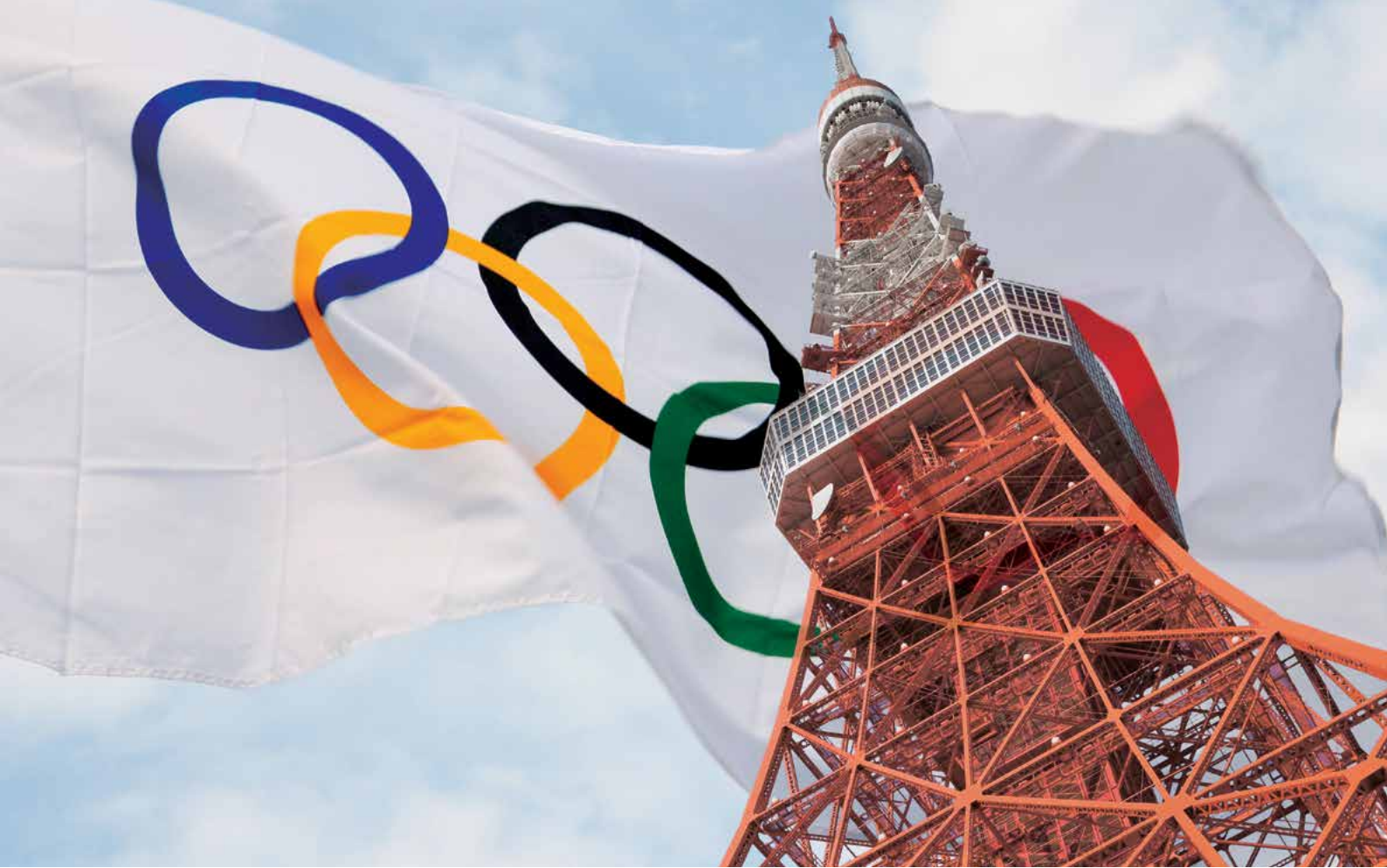


Source: CEIC data, HKGCC economic analysis
資料來源：CEIC數據、總商會經濟分析

Chart 2 圖二



Source: CEIC data, HKGCC economic analysis
資料來源：CEIC數據、總商會經濟分析



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Private sector's participation needed for construction activities

Being quite optimistic about the future, Osada et al suggested that construction activities would add, on average, about 0.3 percentage point to Japan's GDP growth. While some of the investments have been underway, the authors suggested that the peak of the investment would come in 2018, when construction investment on Olympics-related projects would amount to over three trillion yen, which could translate into a one percentage point enhancement of the real GDP level in 2018.

Nevertheless, to secure adequate funding for the projects, it will require a lot of support from the private sector. While the projected budget provided by the Tokyo 2020 Organising Committee was set at US\$3.4 billion (301.3 billion yen) in the Foundation Plan, it was suggested by Osada et al that about 10 trillion yen would be needed for the major infrastructure projects for the Games. It remains uncertain – at least to us – that there would be adequate interest in such infrastructure projects from the private sector in Japan.

Looking into recent trends, construction activities in Japan have remained humdrum at best. Gross capital formation in Japan declined 1% YoY in nominal terms during the first half of 2016, showing that businesses remained conservative in their investment decisions. Furthermore, referring to the Japan Economy Watchers Survey results (see Chart 2), corporates remain appre-

hensive about the future of the economy. As such, will they be unmindful of the economic trends and invest heavily?

Conclusion

In spite of the somewhat prosperous medium-term outlook of the tourism sector, in the near term, the strength of the yen is likely to be the main source of uncertainty and the continuation of the trend could hurt the country's goods and services exporters.

For the construction sector, besides the weak sentiment, the structural issues of the high-leverage and structural budget deficit (see Chart 3) will hinder the government from launching supportive fiscal measures. According to the IMF, the Japanese government has halved the net borrowing, as a share of GDP, from 10.4% in 2009 to 5.2% in 2015. Nevertheless, the magnitude of improvement is expected to be much milder going forward. At the same time, the gross debt of the Japanese government was estimated to remain at 248% of the country's GDP in the near term and to increase slowly to 252% by the end of the decade. If this estimate turns out to be accurate, this will continue to overwhelm investor sentiments in the medium term.

With the organising committee intending to make the Tokyo 2020 Games “the most innovative in history,” it is hoped that it could also find some innovative solutions to boost the economy. ❀

東京2020

2020東京奧運會能否推動日本的旅遊業及建築活動？

里約奧運會的閉幕典禮讓我們率先一睹東京奧運會的預告。閉幕禮上，日本播放的宣傳短片令人眼前一亮，裡面出現多位運動健兒，配合多啦A夢、吉蒂貓等卡通人物，而日本首相安倍晉三更在影片結束後，以超級馬里奧的造型從綠色地道中出場。一向被視為作風強硬的安倍，化身經典遊戲角色出現閉幕禮現場，實在令人意想不到，他在閉幕禮上的片段亦引起網上熱議。

與此同時，Osada等日本央行研究員表示，有信心2020奧運會將為日本經濟作出貢獻，並指出增長主要來自旅遊業及奧運相關建築活動需求。本文將探討這些範疇的中短期發展趨勢。

旅遊業可望受惠於奧運

回顧歷屆奧運的情況，Brückner and Pappa (2015)認為，實質GDP在奧運舉行的二至五年前將明顯增長。他們指出，奧運將為主辦國GDP帶來累積約10%的增長，部分增長將由前往



The continuation of the strength of the yen could hurt Japan's goods and services exporters.

日圓持續強勢，將可能損害日本貨品及服務業出口表現。



主辦國的大批旅客所帶動。Osada等人亦持相同意見，並強調日本需要抓緊機遇，加強推廣國內旅遊資源。

有鑒於此，日本政府已訂下2020年的訪日旅客人數目標為2,000萬，而這個目標似乎不難達到。

在過去幾年，日本旅遊業比近年整體經濟的增長速度至少快70倍。2015年，訪日旅客人數達1,970萬人，按年上升41.7%，比2012年增加136.1%。相比日本實質GDP在2015年按年增長0.5%，以及在2012至2015年期間增長1.9%，入境旅客數字表現明顯較為理想。

在旅遊業與整體經濟的發展趨勢各異的情況下，旅遊業對整體經濟的貢獻將更明顯。2016年上半年的訪日旅客數目達1,170萬人（按年+28.2%），但同期的經濟增長卻欠缺動力，按年只上升0.5%，預料情況將於短期內持續。KNOEMA指出，2015年日本旅遊業佔全國GDP約7.9%，這數字應會繼續攀升。

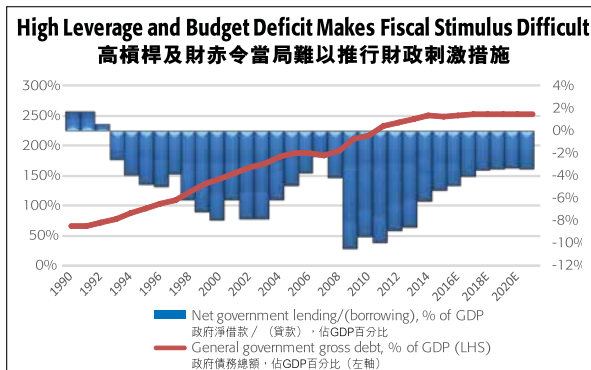
建造活動需要私營機構參與

Osada等人對未來頗為樂觀，認為建造活動將為日本帶來平均約0.3%的GDP增長。雖然部分投資項目已開始動工，他們相信投資的高峰期將在2018年出現，屆時奧運相關項目的建設投資總計逾三萬億日圓，為2018年實質GDP帶來1%增幅。

儘管如此，要確保基建項目籌得足夠資金，則需要私營機構的大力支持。《2020年東京奧運會基本計劃》預算奧運會開支為34億美元（3,013億日圓），但Osada等人提出，奧運會的主要基建項目將需花費約10萬億日圓。日本私營機構是否有意投資這類基建項目，對我們來說仍為未知之數。

參考近期趨勢，日本建造活動的表現乏善足陳，名義資本形成總額在2016年上半年按年下跌1%，顯示商界對投資仍持保守態度。再者，根據日本經濟景觀觀測調查（Japan Economy Watchers Survey）的結果（見圖二），企業對未來經濟狀況仍然感到憂慮。那麼，他們會否不顧經濟走勢而大力投資？

Chart 3 圖三



Source: IMF
資料來源：國際貨幣基金組織

總結

儘管市場認為日本旅遊業的中期前景相對樂觀，但短期內，日圓強勢或成為主要的不確定因素。日圓若持續強勢，將可能損害貨品及服務業出口表現。

建造業方面，除了市場氣氛疲弱外，高槓桿的結構問題及結構性財赤（見圖三）亦將阻礙政府推出支援性財政措施。根據國際貨幣基金組織，日本政府已將淨貸款佔GDP的百分比減半，現時比率由2009年的10.4%減至2015年的5.2%，但改善幅度預期將大幅放緩。另一方面，日本政府的總負債佔GDP比例預料在短期內維持在248%左右的水平，並緩慢上升，預計在2020年達252%。若預測正確，這將繼續在中期削弱投資者的情緒。

東京奧運籌委會致力令2020東京奧運會成為「史上最創新」的奧運會，希望日本當局同時能找到創新的方法，促進經濟發展。

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LUNCHEON KEYNOTE ADDRESS

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Stephen Ng, *Chairman, HKGCC, Chairman & Managing Director, The Wharf (Holdings) Limited*

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China Expands Negative List

中國擴大負面清單

Foreign investment enjoys policy benefits in China with the expansion of “Negative List” administration mechanism nationwide, reports PwC’s China Business & Investment Advisory Team

外商投資迎紅利，負面清單管理模式擴至全國
普華永道中國商務及投資諮詢服務團隊

In order to implement the reform of the approval mechanism for foreign investment addressed in the Communiqué of the Third Plenary Session of the 18th Central Committee of the CPC, the Standing Committee of the National People’s Congress (NPC) of China recently passed the “Decision of the Standing Committee of NPC Regarding the Amendment of Four Laws, including PRC Law on Wholly Foreign-owned Enterprises” (hereinafter referred to as “the Decision”). The Decision amended the relevant provisions regarding administrative approval matters in the prevailing three Foreign-invested Enterprises Laws and “the Investment Protection of Taiwanese Compatriots of PRC,” which came into effect from 1 October 2016.

The Decision specifies the establishment and alteration of FIEs (foreign-invested enterprises including Hong Kong, Macao, and Taiwan investment companies), if not related to items in the “special administrative measures regarding FIEs’ permission to China” (hereinafter referred to as “Negative List”), will be subject to record-filing procedures instead of the existing approval measures (hereinafter “Record-filing Administration Mechanism of FIE”). On the same day, the Ministry of Commerce released the “Interim Provisional Measures for the Record-filing Administration on the Establishment and Alteration of FIE (Discussion Draft)” (hereinafter referred to as “Provisional Measures (Discussion Draft)”), which provides the applicable scope, record-filing procedures, supervision and inspection measures as well as legal liabilities in relation to the record-filing administration mechanism of FIE.

The Decision and “Provisional Measures (Discussion Draft)” implies that the administration of national treatment plus Negative List mechanism for FIEs’ access to China, which was previously adopted in the pilot free trade zones, is being rolled out nationwide officially. In this article, we will introduce the applicable

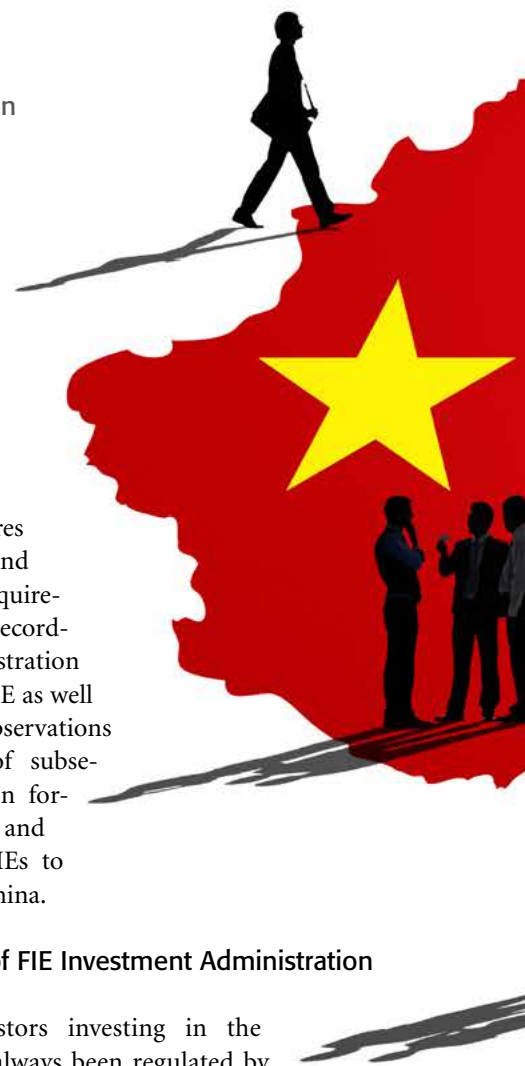
scope, procedures and timelines and supervision requirements of the record-filing administration mechanism of FIE as well as share our observations on the trend of subsequent policies on foreign investment and takeaways for FIEs to do business in China.

Development of FIE Investment Administration in China

Foreign investors investing in the Mainland have always been regulated by a series of laws and regulations that are only applicable to foreign investors and their investment activities.

A foreign-invested enterprise, no matter whether it is actually controlled by domestic or foreign enterprises or natural persons and regardless of its investment scale and field, is generally required to obtain the pre-approval from the relevant department of commerce for its establishment, equity transfer, capital increase or decrease as well as its domestic investment, termination and liquidation.

From October 2013, the Central Government has successively piloted the administration of national treatment plus Negative List mechanism for the access of foreign





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investments in the four pilot free trade zones. Investment fields outside the Negative List have been administered under the record-filing administration mechanism based on the principle that the treatment of foreign investment shall be equivalent to domestic investment. After the three-year trial run, foreign investments have been greatly simplified and standardised by adopting the record-filing administration mechanism and the trial reform has obtained remarkable achievements. Based on this, starting from 1 October 2016, the “Negative List” administration mechanism of FIE will be rolled out nationwide under the reform model of “generally-applicable record-filings and pre-approvals under the Negative List.”

It is worth noting that in January 2015, the Ministry of Commerce released the “Law of the People’s Republic of China on Foreign Investment” (the “Foreign Investment Law (Exposure Draft)”) among which, the reform of the access of foreign investments was addressed. The “Foreign Investment Law (Exposure Draft)” put forward the “Negative List” administration mechanism and the interim and post-supervision on foreign investment, which echoes the reform measures adopted in the Decision and “Provisional Measures (Discussion Draft).” It can be said that the record-filing administration mechanism of FIE pursued by the Decision is an attempt to reform based on the “Foreign Investment Law (Expo-

sure Draft).” Given the complexity of the legislative procedures in China and controversial issues in the “Foreign Investment Law (Exposure Draft),” such as determination of the ultimate controlling person of the foreign investment, legality of VIE structure, etc., we believe the “Foreign Investment Law (Exposure Draft)” will unlikely be promulgated in the near future. Nevertheless, the implementation of the reform measures under the “Foreign Investment Law (Exposure Draft)” step-by-step appears to be the trend for the forthcoming reform of the administration mechanism of foreign investment.

Major contents of record-filing administration mechanism of FIE

The Decision specified explicitly that the approval administration mechanism on the relevant establishment and alternation matters under the three Foreign-invested Enterprise Laws and “the Investment Protection of Taiwanese Compatriots of PRC” would be replaced by the record-filing administration mechanism and the relevant provisions have been amended accordingly. Based on the Decision, the “Provisional Measures (Discussion Draft)” has set out specific regulations on the implementation measures for the record-filing administration mechanism of FIEs and the details are as follows:

Applicable scope of the record-filing administration mechanism of FIEs

- The establishment and alteration of an FIE (including: Wholly Foreign-owned Enterprises, Sino-Foreign Equity Joint Ventures, Sino-Foreign Cooperative Joint Ventures and Foreign-invested Joint Stock Company), if not related to items on the “Negative List for Foreign Investment,” will be applicable to the “Provisional Measures (Discussion Draft)”;
- Investment Companies, Venture Capital Investment Enterprises and Equity Investment Enterprises invested by foreign investors shall be deemed as foreign investors and their investment in China which is outside the “Negative List for Foreign Investment” will be applicable to the “Provisional Measures (Discussion Draft)”
- Investment by investors from Hong Kong, Macao and Taiwan which is outside the “Negative List for Foreign Investment” will be applicable to the “Provisional Measures (Discussion Draft).” However, if the investors from Hong Kong and Macau invest in the Mainland via “Closer Economic Partnership Arrangement” (CEPA), they shall follow the relevant regulations in the “Administrative Measures for the Record-filing of Investments by Hong Kong and Macau Service Providers in the Mainland (Trial Implementation)”;

- The “Provisional Measures (Discussion Draft)” will be applicable to the establishment and alteration of FIE. The scope of alteration includes change of basic information of FIE and its investors, change of shares (stocks) and cooperative equity as well as merger, spin-off and termination, etc.

Procedures and timeline of FIE’s record-filing administration

- As for the establishment of an FIE, the record-filing formalities can be performed before the incorporation (which is prior to the receipt of Business License and after getting the pre-approval of the enterprise name) or within 30 days after issuance of the Business License. The record-filing is not a precondition for the business registration of the FIE.
- As for the alteration of an FIE, the record-filing formalities can be performed within 30 days after the relevant alteration matter occurs. The time of the occurrence of the alteration matter refers to the time when the highest authority of an FIE makes the resolution or decision on the alteration, unless there are laws and regulations which provide for the alteration matter of the FIE to take effect at another time.
- An FIE shall perform the record-filing formalities by filing and submitting the relevant record-filing forms online as well as uploading the required documents via the information system for comprehensive administration of foreign investment (the “record-filing system”);
- The record-filing institutions shall formally review the completeness and accuracy of the filed information and determine whether the matters declared are within the scope of record-filing or not. For those which are within the applicable scope, the record-filing institutions shall complete the record-filing within three working days and inform the FIE of the record-filing result online. An FIE can choose whether or not to collect the receipt of the record-filing.
- Please refer to the flow chart in the Appendix for the flow chart of the record-filing administrative procedures and timeline for the establishment and alteration of an FIE.

Record-filing institutions refer to the relevant department of commerce under the State Council, the competent department of commerce of all the provinces, autonomous regions, municipalities directly under the Central Government, municipalities separately listed in the State Plan, Xinjiang Production and Construction Corps and sub-provincial cities as well as the relevant institutions of Pilot Free Trade Zones and National Economic and Technological Development Zones.

Record-filing administration mechanism

After implementation of the record-filing administration mechanism, administration and supervision of foreign investment will be mainly at the post-setup stage. Chapter Three and Chapter Four of the “Provisional Measures (Discussion Draft)” have set out the specific requirements for supervision and administration respectively as well as the legal liabilities of an FIE for violation of the “Provisional Measures (Discussion Draft).” It is worth noting that the record-filing institution will collaborate with the relevant administrative departments of public security, state-owned assets, customs, taxation, industry and commerce, securities, foreign exchange, etc. to strengthen the information sharing by means of regular random inspection, inspection upon informer reporting and so on in order to carry out the post-setup administration and supervision of foreign investment.

Meanwhile, the Ministry of Commerce will also set up a credit file system for foreign investment (CFS) to record and track the credit information of an FIE and their investors as well as share the information with the relevant administrative departments.

The takeaway

Applying the “Negative List” administration mechanism to foreign investment will simplify the administrative procedures of the establishment and alteration of an FIE and eventually improve the efficiency. This transformation will certainly set a higher requirement for the compliance level of an FIE from the regulatory perspective as their performance of the record-filings will be put into the credit files. Therefore, FIEs should fully comply with the record-filing requirements to avoid being named in the public announcement of the CFS for non-compliance activities upon inspection by the record-filing institution and the other relevant departments which would affect their credit rating. They would also be subject to administrative penalties as well as a potential negative impact on their operations in China. Even worse, their foreign investors may even be required to dispose of their shares in the FIE within a certain prescribed period.

The Decision also indicates that special administrative measures regarding accessible foreign investment shall be released separately by the State Council, i.e.

使用書面
僱傭合約

Using Written
Employment Contract

合約條款
列清楚

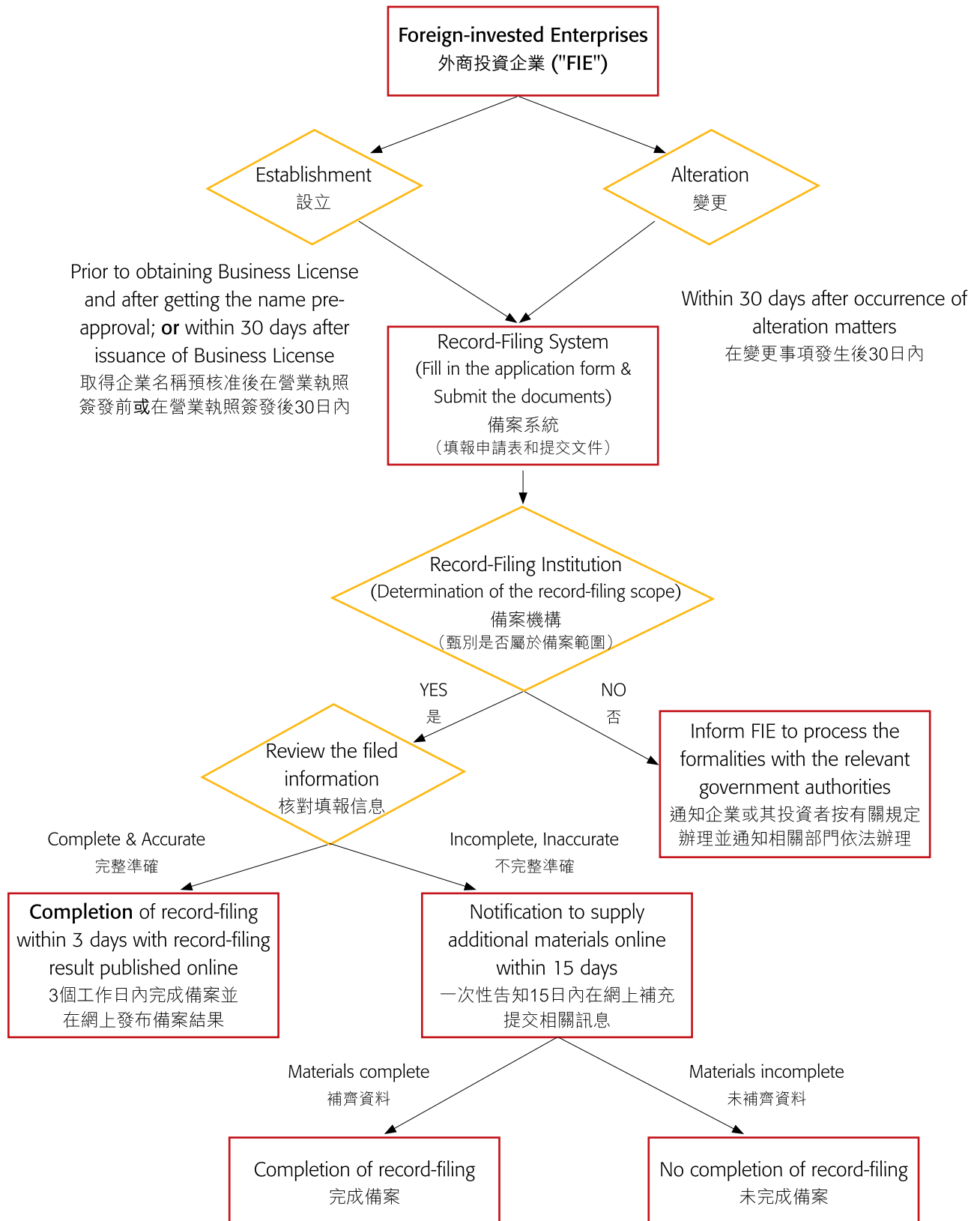
僱傭雙方
保障多

Clear Terms Of
Employment Contract

Protect Both
Employers And Employees

勞工處
Labour Department

Flow Chart of the Record-filing Administrative Procedures and Timeline for the Establishment and Alteration of FIE 外資企業設立、變更備案管理程序及時間流程圖



Nationwide Negative List. It remains to be seen whether the Nationwide Negative List would follow the FTZs' current trial version of the Negative List or whether it would be based on the FTZ Negative List and "Catalogue of Industries for Guiding Foreign Investment" but with further adjustments and integrations.

The "Provisional Measures (Discussion Draft)" stipulates that whether certain FIE projects trigger a national security review is one of the supervision areas for an FIE. However, the Decision and "Provisional Measures (Discussion Draft)" have not clarified the situations that would trigger a national security review. The "Foreign Investment Law (Exposure Draft)" provided detailed regulations in this regard, including launching national security reviews to certain foreign investments that impact national defence and the research & development of key technology in national security, etc. In addition, the General Office of the State Council published the

"Provisional Implementation Rules Governing National Security Review of Foreign Investment in FTZs" (the "Implementation Measures") in April 2015, regulating the launch of security review of foreign investment in the FTZs, which impact or may impact national security, sensitive industries and technologies and key regions. The scope of industries subject to security review includes agriculture, energy, infrastructure, transportation, cultural development, IT products & service, technology as well as equipment manufacturers and many other "key sectors." The Implementation Measures is not only applicable to the establishment of an FIE, but also affects other forms of investments, such as merger, re-investment and VIE. Currently it remains unclear whether the security review measures under the "Provisional Measures (Discussion Draft)" would use the "Foreign Investment Law (Exposure Draft)" or the Implementation Measures in FTZ as references. We will monitor the developments in this area. ❀

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實施法定侍產假

Commencement of Statutory Paternity Leave

如果男性僱員的子女於 2015 年 2 月 27 日或之後出生，並符合《僱傭條例》的相關規定，便可就其配偶/伴侶每次分娩享有 3 天侍產假。

Male employees with child born on or after 27 February 2015 are entitled to 3 days' paternity leave for each confinement of their spouse/partner if they fulfil other requirements as stipulated in the Employment Ordinance.

 www.labour.gov.hk

 2717 1771 (此熱線由「1823」接聽 the hotline is handled by "1823")



二月 February 2015

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28



為了落實十八屆三中全會提出的改革涉外投資審批體制的要求，全國人大常委會近日通過了全國人民代表大會常務委員會關於修改《中華人民共和國外資企業法》等四部法律的決定（以下簡稱「《決定》」）。《決定》修改了三資企業法及《台灣同胞投資保護法》的相關行政審批條款，規定自2016年10月1日起，外商投資企業（包括港澳台投資企業）的設立和變更，如不涉及國家規定實施准入特別管理措施（即「負面清單」），則由審批改為備案管理（以下簡稱「外資企業備案管理」）。同日，商務部發布了《外商投資企業設立及變更備案管理暫行辦法（徵求意見稿）》（以下簡稱「《備案管理辦法（徵求意見稿）》」），就外資企業備案管理的適用範圍、備案程序、監督檢查、法律責任等內容作出規範。

《決定》及《備案管理辦法（徵求意見稿）》的出台，意味著在自貿試驗區實施的「外商投資准入前國民待遇加負面清單」的管理模式正式推向全國。本文將介紹外資企業備案管理的適用範圍、程序時間表和監管要求，並闡釋政策的發展趨勢及外資企業在中國開展業務應注意的要點。

外資企業投資管理的發展

一直以來，外國投資者在內地進行投資，都受到一系列僅適用於外國投資者及其投資行為的法律所規範。

一家外資企業不論其實際控制人是境內還是境外企業或自然人，其投資規模及投資領域，從設立、發生股權變動、增資減資、境內投資，以至終止清算，通常都需要取得主管政府部門的審批。

自2013年10月起，中央政府相繼在四個自貿試驗區試點實施「外商投資准入前國民待遇加負面清單」的管理模式，在負面清單之外的投資領域，實行內外資一致的原則，按備案制進行管理。經過三年的試驗，外資通過備案制管理大大提高了投資便利化和規範化，試點改革成績顯著。因此，自2016年10月1日起，中國正式將外商投資負面清單管理模式推廣到全國，統一實行普遍備案制和負面清單下的審批制相結合的模式。

值得注意的是，商務部在2015年1月發布的《中華人民共和國外國投資法（草案徵求意見稿）》（「《外國投資法（草案）》」），其中提出的對外國投資准入制度的改革，按「負面清單」方式的管理及對外商投資採用事中事後監管制度，正與是次《決定》及《備案管理辦法（徵求意見稿）》的改革措施相吻合。可以說，是次決定提出的外資企業備案管理制，乃基於《外國投資法（草案）》而試圖作出的改革。鑒於中國立法程序的複雜性，以及《外國投資法（草案）》包含的一些問題仍存在爭議，例如外國投資實際控制人的確定、協議控股結構的合法性等，我們相信《外國投資法》在短期內不會頒布。然而，對於其項下改革措施的逐步推進，似乎成為了外國投資管理模式的未來改革趨勢。

外資企業備案管理的主要內容

《決定》明確三資企業法與《台灣同胞投資保護法》的相關設立和變更審批事項改為備案管理，並對相應條款進行了修改。根據《決定》，《備案管理辦法（徵求意見稿）》對外資企業備案管理的實施措施作出了具體規定，詳情如下：



外資企業備案管理適用範圍

- 外資企業（包括外商獨資企業、中外合資企業、中外合作企業、外商投資股份有限公司）的設立及變更，如不涉及外商投資負面清單，適用《備案管理辦法（徵求意見稿）》；
- 外商投資的投資性公司、創業投資企業、股權投資企業視同外國投資者，其在中國的投資行為如不涉及外商投資負面清單，適用《備案管理辦法（徵求意見稿）》；
- 港澳台地區的投資者，投資如不涉及外商投資負面清單，適用《備案管理辦法（徵求意見稿）》。但如果港澳投資者通過《關於建立更緊密經貿關係的安排》（「CEPA」）對內地進行投資，應按照《港澳服務提供者在內地投資備案管理辦法（試行）》的規定進行辦理；
- 《備案管理辦法（徵求意見稿）》適用於外資企業的設立和變更。關於外資企業變更備案的範圍，其中包括外商投資企業和投資者基本資訊變更、股權（股份）、合作權益變更、合併、分立及終止等。

備案管理程序及時間表

- 外商投資企業設立方面，備案手續可在設立之前（即在企業名稱預核後，取得營業執照前）或營業執照簽發後30日內辦理。備案不是企業進行工商登記的先決條件；
- 外商投資企業變更方面，備案手續可在變更事項發生後30日內辦理。除非法律對外商投資企業變更事項的生效條件另有要求，外商投資企業領導層作出變更決議或決定的時間，為變更事項發生的時間；
- 外商投資企業需透過「外商投資綜合執行資訊系統」（「備案系統」）於網上填報和提交相關備案申報表，並上傳所要求的文件資料，以辦理備案手續；
- 備案機構對填報資訊形式上的完整性和準確性進行核對，並對申報事項是否屬於備案範圍進行甄別。若符合備案條件，



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備案機構會在 3 個工作天內完成備案，並在網上通知備案結果。企業可自行選擇是否領取備案回執。

- 就外商投資企業的設立、變更備案管理程序及時間流程圖，請參見附件。

備案機構是指國務院商務主管部門、各省、自治區、直轄市、計劃單列市、新建生產建設兵團、副省級城市的商務主管部門，以及自貿試驗區、國家級經濟技術開發區的相關機構。

備案管理實施後，外商投資的監督管理更趨嚴格

備案管理實施後，對外商投資的管理和監督將集中於事中和事後。《備案管理辦法（徵求意見稿）》的第三及第四章分別提出了監督管理的具體要求，以及外商投資企業違反備案管理辦法的法律責任。值得注意的是，今後備案機構將通過抽查、舉報檢查等多種方式聯合公安、國有資產、海關、稅務、工商、證券、外匯等行政管理部門加強資訊共用，對外商投資進行事中和事後監管。

同時，商務部亦會建立外商投資誠信檔案系統（「誠信檔案系統」），記錄和跟蹤外商投資企業及其投資者的誠信訊息，並與相關部門共用資訊。

注意要點

對外商投資實施負面清單的管理方式，將大幅精簡外商投資企業辦理設立和變更手續的流程，大大提升效率。同時，這種管理方式的轉變將對企業依法履行備案手續提出了更高的要求。今後，企業備案的合規情況將直接記錄在其誠信檔案中。因此，外商投資企業有必要依法如實備案，以免在備案機構和

其他主管部門的監督檢查後發現違規情況而在誠信檔案系統中公示，影響企業的信譽，這樣企業不僅面臨相應的行政處罰，亦可能會影響其業務在中國的經營，外國投資者甚至會被要求限期出售股權。

《決定》表明國務院會另行發布外商投資准入特別管理措施，即全國版負面清單。全國版的負面清單會否沿用目前在自貿區試行的外商投資負面清單（「自貿區負面清單」），或在自貿區負面清單及《外商投資產業指導目錄》基礎上作進一步調整和整合，仍需拭目以待。

《備案管理辦法（徵求意見稿）》指出，是否存在觸發國家安全審查的情形，是對外商投資企業進行監督檢查的內容之一。然而，《決定》和《備案管理辦法（徵求意見稿）》未有釐清觸發國家安全審查的具體情形。《外國投資法（草案徵求意見稿）》對外國投資進行國家安全審查應考慮的因素曾有較詳細的規定，包括對國防安全、國家安全關鍵技術研發能力、對涉及國家安全領域的國內技術領先地位的影響等。此外，國務院辦公廳於2015年4月發布了《關於根據自貿區試行的外商投資國家安全審查試行辦法》（「《自貿區安審辦法》」）規定對於外國投資者在自貿區內投資影響或可能影響國家安全、敏感行業、敏感技術、關鍵地域的外商投資需進行安全審查。安審範圍涉及農業、能源、基礎設施、交通、文化發展、資訊科技產品和服務、技術和設備製造等大量「關鍵領域」。《自貿區安審辦法》不僅適用於外商投資企業的設立，同時亦包括外國投資者的併購、再投資、協定控制等各種投資。目前仍不清楚《備案管理辦法（徵求意見稿）》下的安審辦法會否參照《外國投資法（草案）》或《自貿區安審辦法》進行，我們會監察有關進展。✿

A Helping Hand for SMEs

中小企創業營商好幫手

HKPC's SME One programme helps enterprises find relevant funding schemes and tech solutions
生產力局的「中小企一站通」計劃協助企業尋找合適的資助計劃和技術方案

Hong Kong's economy underperformed in the first half of this year amid sluggish global economic recovery and a slowing Chinese economy. Meanwhile, just as SMEs are in dire need of fresh capital to survive these difficult times, credit facilities are being tightened, rubbing salt into their wounds.

Many SMEs may not realize that there are over 30 funding and support schemes being offered by 13 organizations in Hong Kong which they can turn to. Even with the variety of business support schemes available on the market, SMEs often have to expend a lot of effort to find relevant information about the schemes.

Take for example the case of a small auto parts shop with an invoicing problem.

“My auto parts shop has been issuing sales invoices manually. For each invoice, our staff has to input the details onto various forms. It is time consuming and error-prone. Also, we have no idea about the latest sales and stock figures. As a result, we are frequently out of stock and business is affected,” said the shop's owner.

The SME wants to install a point-of-sale (POS) system to enhance operational efficiency. So which funding scheme can it turn to for help?

After receiving this enquiry, ambassadors at the Hong Kong Productivity Council's (HKPC) SME One recommended the Retail Technology Adoption Assistance Scheme for Manpower Demand Management (ReTAAS) to the shop owner. After being successful in its funding application, the company was able to install a POS system. This allows shop assistants to easily check

the sales volume and stock level, and issue sales invoices directly. It also resulted in a 70% surge in billing efficiency. With the customer data collected in the system, the shop owner is now able to devise better sales planning and after-sales follow-up.

Go the extra mile for SMEs

HKPC set up SME One with the aim of facilitating SMEs' understanding of funding and support schemes in Hong Kong and the Pearl River Delta region. SME One ambassadors offer free advice on a range of issues such as identifying funding schemes that best fit the business needs of SMEs, and introducing the latest IT solutions and various financing options in the private sector.

Since its inception in July 2012, SME One has handled over 11,000 enquiries from SMEs.

Apart from ReTAAS, for SMEs planning to develop their own brands for the Mainland market, they can also apply for the Enterprise Support Programme (ESP) of the Dedicated Fund on Branding, Upgrading and Domestic Sales (the BUD Fund).

Besides providing advisory services, HKPC also serves as the Secretariat for a number of funding schemes provided by the HKSAR Government to facilitate their implementation and promotion.

A diversified interactive platform

“Is my company eligible for application?” “What type of support can I get from the funding scheme?” These are the two most common questions raised by SMEs in search of the right funding. To address the issue, SME One regularly organizes a variety of seminars such as workshops on filing application forms, introductory seminars on funding schemes, business skills forums, VIP talks, and industry networking events.

With smartphone devices becoming an indispensable communication tool, HKPC launched the SME Biz Easy mobile app earlier this year to offer SMEs quick access to business intelligence conducive to their development. SMEs can identify funding schemes that suit their business needs and receive up-to-date information about HKPC's free seminars and training courses as well as register instantly with the app. 🌸





SME One ambassadors offer “hand-holding” advisory services to help SMEs learn about various industry support schemes, financing options, software applications, and consultancy services. SME One專業大使提供「手牽手」諮詢服務，為中小企介紹市場上各類業界支援計劃、融資方案、軟件應用及顧問服務。

If a SME wants to:	It can apply for:
<p>Raise brand awareness, enhance product quality, lower production cost, develop new products, or promote domestic sales</p>	<p>Branding, Upgrading, Domestic Sales</p> <p>Dedicated Fund on Branding, Upgrading and Domestic Sales – Enterprise Support Programme</p> <p>The additional “ESP Easy – Simplified Application Track” (ESP Easy) was launched in August 2015 to simplify application for funding.</p> <p><i>Provided by: Trade and Industry Department</i></p>
<p>Adopt IT to alleviate the manpower shortage problem in retail sectors like clothing and footwear, leather articles, food and beverages, and household equipment, etc</p>	<p>Retail Industry Adopts IT</p> <p>Retail Technology Adoption Assistance Scheme for Manpower Demand Management (ReTAAS)</p> <p><i>Provided by: Commerce and Economic Development Bureau</i></p>
<p>To implement cleaner production technologies and operational practices to reduce the emission of air pollutants and save energy – for Hong Kong-owned factories both in Hong Kong and Guangdong Province</p>	<p>Environment - Cleaner Production</p> <p>Cleaner Production Partnership Programme (CP3)</p> <p><i>Provided by: Environmental Protection Department</i></p>
<p>To promote the recovery and recycling of waste by facilitating the upgrading of operational capabilities and efficiency in the recycling industry for sustainable development</p>	<p>Environment - Recycling Industry</p> <p>Recycling Fund</p> <p>Comprises the Enterprise Support Programme and the Industry Support Programme.</p> <p>The Small-Scale Standard Project is set up under the Enterprise Support Programme to help SMEs enhance their operational capability.</p> <p><i>Provided by: Environmental Protection Department</i></p>

受 累於環球經濟復甦疲弱，加上內地經濟增長放緩，今年上半年香港經濟表現強差人意。經濟逆轉，中小企最需要資金支持時，卻往往面對信貸收緊，令企業雪上加霜。

許多中小企未必知道，其實香港目前有13間機構提供30多個資助和支援計劃。不過，面對林林總總的支援方案，中小企業在搜集相關資料時，經常要「左撲右撲」。

先看看一家面對開單問題的汽車零件店之例子。

「我的汽車零件店一直靠人手開單，由銷售員把每張單據的資料，分別填寫在不同的表格上，既花時間，又容易出錯，而且無法掌握最新的銷售額和存貨數字，以致經常斷貨，影響生意。」

這家中小企需要一套電腦零售系統（POS）以改善營運效率，有哪些資助計劃可助一臂之力呢？

香港生產力促進局「中小企一站通」（SME One）的專業大使接到這家中小企查詢，了解企業的需要後，建議該企業申請「零售業人力需求管理科技應用支援計劃」（ReTAAS）。企業成功獲資助安裝POS系統後，店員便可從系統查看銷售數量和庫存，亦可直接開單，令開單效率提升了七成。系統還可儲存客戶資料，有助制訂銷售計劃和售後跟進。

為中小企多走一步

為了方便中小企了解香港及珠三角地區的資助和支援計劃，

生產力局成立了「中小企一站通」，由選擇合適的資助計劃、簡介最新的資訊科技應用方案，以至了解私營市場的財務融資方案等，SME One的專業大使都可向中小企提供免費的諮詢服務。

自2012年7月開幕以來，SME One處理超過11,000宗查詢。除了上文提及的ReTAAS資助計劃，計劃發展自家品牌以進軍內地市場的中小企，可申請「發展品牌、升級轉型及拓展內銷市場（BUD）的專項基金：企業支援計劃」。

除了提供諮詢服務，生產力局亦為多個香港特區政府的資助基金和計劃擔任秘書處，協助推行和推廣：

多元化互動平台

究竟公司是否符合申請資格？資助計劃可提供哪些支援？這些都是中小企在計劃申請資助時最關心的事項。為此，SME One定期舉辦不同類型的研討會，例如填寫申請表工作坊、資助計劃簡介研討會、專項技術研討會、名人講座系列及業界交流活動等。

智能手機已成為日常必備的通訊工具，為使中小企即時掌握各項資訊，生產力局於今年初推出「中小企好幫手」流動應用程式。中小企透過手機，即可找出切合獨特業務需要的資助計劃，並可查閱和登記參加生產力局的免費工商業講座及培訓課程。✿

中小企想：		可申請：
提升品牌知名度、提高產品質素、降低生產成本、開發新產品，又或是拓展內銷業務	發展品牌、升級轉型、內銷市場	「發展品牌、升級轉型及拓展內銷市場專項基金」（BUD專項基金）下的「企業支援計劃」 2015年8月加推「ESP申請易—簡易申請計劃」（ESP申請易），簡化申請手續。 提供機構：工業貿易署
從事衣履鞋襪、皮革製品、食品及飲品，以及家居設備銷售等零售企業，以資訊科技解決零售業人手短缺的問題	零售業應用資訊科技	「零售業人力需求管理科技應用支援計劃」（ReTAAS） 提供機構：商務及經濟發展局
香港及廣東省的港資工廠採用清潔生產技術和作業方式，減少空氣污染物的排放、節省能源	環保—清潔生產	「清潔生產伙伴計劃」（CP3） 提供機構：環境保護署
為協助回收業提高作業能力和效率，推動業界的可持續發展，從而促進廢物回收和再造	環保—回收業	「回收基金」 下設「企業資助計劃」及「行業支援計劃」。 在「企業資助計劃」下設立的「小型標準項目」，協助中小企提升運作水平。 提供機構：環境保護署

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Arnhold Marks a Century and a Half of Success

安利集團慶祝150周年

Arnhold has overcome regional upheavals and moves to become a leading name in the building materials industry, report Chamber staff writer **Hilton Yip**

安利集團克服動盪的環境，逐步發展成為建築物料業界的領導者 本刊記者葉治平

A company doesn't celebrate its 150th year of operations in East Asia without having gone through some interesting, turbulent and testing times along the way. Founded in 1866 in Hong Kong, Arnhold has managed not just to survive but thrive after enduring cross-border moves, wars and ownership changes. Its last move occurred in 1949 when the headquarters was transferred back from Shanghai to Hong Kong, where it has remained ever since.

The company had been in China since its beginnings in the 19th century, except for the period when China was closed off during the 1950s-1970s. After Arnhold was set up in Hong Kong by German national Jacob Arnhold and his partners, the trading company expanded across China to the point where it had 37 offices at the turn of the 20th century, including in Hong Kong. By this time, the headquarters moved to Shanghai in 1881 where it remained through conflicts and the Japanese invasion until the change of government in 1949.

From the post-war period to the present, Arnhold has become a top supplier of construction materials ranging from bathroom fixtures and fittings and tiles, to air filtra-

tion equipment as well as its own branded bathware and decorative mosaics. In Hong Kong, they count leading developers as key customers and their products are used in major commercial buildings, apartments and hotels.

The company has several sales offices and a factory in Mainland China, as well as showrooms in Hong Kong and Shanghai. Arnhold's main customers are in Mainland China and Hong Kong, but it also sells to the U.S., U.K., Europe and Australia.

The Green family has owned Arnhold since 1957, when Maurice Green, who worked for Arnhold in Shanghai and Tientsin, now called Tianjin, before World War II acquired it from the Sassoon Group. Maurice's son Michael later took over from his father and became the company chairman. Michael's son Daniel, the company's present managing director, represents the family's third-generation leadership of Arnhold.

The company endured a tough time during World War I, when as a German-owned company, it was closed by British authorities, and then later during the Japanese invasion in the 1940s, continued to operate under very difficult conditions. "During the invasion, everything

Timeline

- 1866 Jacob Arnhold and Peter Karberg, pioneering European traders, set up a trading company.
- 1881 Arnhold and Karberg established their headquarters in Shanghai, heralding the beginning of a strong business presence in Hong Kong and throughout China.
- 1900s 37 offices were in operation in China with buying offices in London, Manchester, Berlin and New York.
- 1930s Controlling interest in Arnhold passed to the Sassoon Group.
- 1949 Arnhold's headquarters relocated to Hong Kong with the change of government in China.
- 1957 Maurice Green, the current chairman's father, who had been associated with the company since the Sassoon takeover, acquired a controlling interest in Arnhold.
- 1978 Arnhold resumed business activities in China and outfitted the White Swan Hotel, the first of China's new wave of international-standard hotels, on Shamian Island in Guangzhou.
- Today Arnhold is a leading name in building material and engineering equipment distribution.



Arnhold Chairman Michael Green poses with his son, Managing Director Daniel Green.

安利集團主席米高·葛林與任職董事總經理的兒子丹尼·葛林合影

closed in Hong Kong including our office. We managed to squeak through that,” said the chairman Michael Green.

Times were again tough for the company after World War II but this actually led to the Green family acquiring Arnhold from the Sassoon Group, who had bought the company themselves from the original owners in the 1930s.

“Arnhold was owned by Sassoon, one of the largest companies in the world. They made a series of wrong decisions and finally decided to pull out of Hong Kong. Arnhold had not recovered after the war so the Sassoons offered the company to my father,” said Michael. “There were seven staff and my father, whose health wasn’t very strong after he was interned by the Japanese in North China during the war, and he acquired Arnhold with a couple of partners.”

Having started as a trading company, Arnhold had expanded into property, manufacturing and shipping in China. “It’s interesting after this big cycle, we’ve ended up back as a trading company,” said Michael with a smile.

“Clearly there are companies more successful than us,” said the chairman modestly. “The thing is we could have done a lot better if we were more aggressive. But I don’t want to be the richest man in Hong Kong and neither does Daniel. We would like to be one of the most respected families.”

“We put together core values. We try to make it really specific about ethics, how we treat each other and conduct ourselves,” said Daniel.

The family’s origins may be European but it has a long history with Mainland China and Hong Kong, having been in Hong Kong since the late 1800s. The family was in Mainland China during the early part of the last century, then left during the change of government in 1949, before returning to the Mainland when it was opening up in the late 1970s.

This led to Arnhold outfitting two of the Mainland’s first modern hotels, the White Swan in Guangzhou and the Fragrant Hills in Beijing, which the chairman himself was involved in.

“We had good long-term relationships with developers in China that have stood the test of time. I went to talk to the people in China and we got those two hotels. And over time it led to 85 more hotels,” said Michael.

The economy is no longer booming in Mainland China, especially in the property sector, but Arnhold continues to grow its business.

“China is such an enormous place. People say there’s a slowdown and I’m sure there is in some sectors, but a small company of our size can still find opportunities,” said Daniel.

“We’re still seeing certain cities grow, we’re seeing a lot of investment in hospitality and that’s been stable. There’s been some slowdown in residential, but for us, it has been offset.”



Our mindset is how do we make a success here for the next generation rather than make as much money as possible and go back home.

在香港建立了成功事業，我們只希望將之延續至下一代，而不是拼命賺取更多金錢，衣錦還鄉。



Arnhold has also increased its business in overseas markets such as the U.S., the U.K. and Australia, with some degree of success.

“In the U.S., when people work with our company, they remark on how efficient and responsive our company is. It’s a testament to the work ethic in Hong Kong,” said Daniel.

“One of our biggest customers in the U.S. had an internal review of all their suppliers. They gave us a copy and we were rated the best supplier,” said Michael.

The Green family is almost unique in being in Hong Kong for generations and running a family firm for well over half a century while not being South Asian or Hong Kong Chinese. However, as with those other families, Hong Kong is certainly home.

“My father’s parents were from Romania. My mother’s mother was from Russia, her father from Switzerland. So we didn’t have strong ties anywhere we wished to go back to. Hong Kong is our home. Our mindset is how do we make a success here for the next generation rather than make as much money as possible and go back home,” said Michael.

The family feels strongly about the company, which has become a firm part of its identity. “My objective is not to have a professionally-run company, but to always have a family member actively involved. I’ve seen a lot of families develop successful businesses, but when they become a professionally-run firm, they lose the emotional attachment and find it easier to sell their shares so it’s no longer a family business. Our objective is to have continuity,” said Daniel.

Having lived through a lot of major moments in Hong Kong history, Michael is unfazed by the current economic climate and political issues. “I’m very positive. I’ve seen so much worse! There are similar problems all over the world, not just in Hong Kong.”

The chairman said his most worrying moment was actually in the sixties when Communist sympathizers protested in Hong Kong while the Cultural Revolution was going on. “There were many disruptions in Hong Kong and people were even attacking each other.”

Michael does feel that Hong Kong currently has some serious issues. “I think what is significant is if you’re a young person who can’t afford a flat, educate your children, or have a well-paying job, that’s important and that’s the government’s job to improve that. But to change the politics, forget it.”

Daniel is also very optimistic about Hong Kong. “Hong Kong is a very exciting city to work in. There is so much passion about business. It’s challenging because it’s very competitive but this also means it’s efficient. I’ve heard from so many people, you can get more done in one day in Hong Kong than in a week in other major cities,” said Daniel.

As Arnhold continues in its 150th year, the company is not content with staying only in Hong Kong. “Our biggest challenge is to have a truly global reach for our brands. We’re doing that now,” said Michael.

“Perhaps we’ve become too used to how business operates in Hong Kong. Wherever we go, we have more things to learn about how people conduct business. Other people have done it and we are confident we can as well,” said Daniel. 🌸

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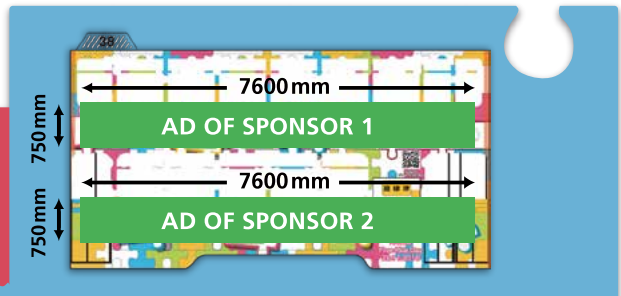
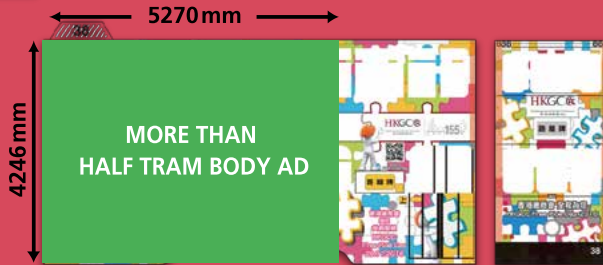
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家公司要在東亞地區屹立不倒150年，期間總不免會經歷蛻變、動盪及艱難的歲月。安利集團於1866年創立，曾多次在中港兩地搬遷總部，亦經歷戰火洗禮及股權變更，但他們不但順利渡過每個挑戰，而且繼續蓬勃發展。1949年，安利將總部由上海遷至香港後，從此便一直留守香港。

50至70年代中國尚未對外開放，除了這段時期外，安利自19世紀成立之初便一直在中國營運。德國人積及•安魯與合夥人在香港創辦安利後，不斷在中國拓展業務，公司發展至19世紀末時，在全中國設有37間辦事處，當中包括香港。安利於1881年將總部遷至上海，經歷戰亂及日本侵略，並留在當地直到1949年中國政權轉移為止。

從戰後時期發展到現在，安利集團已成為知名的建築材料經銷商，銷售的材料包括衛浴潔具及浴室配件、瓷磚、空氣過濾器，以至自家品牌的浴室用品及裝飾用馬賽克。他們在香港的主要客戶為大型發展商，其產品用於主要的商業大廈、住宅及酒店。

安利在內地設有多間銷售辦事處及一間廠房，並在香港及上海設有陳列室。顧客主要來自內地及香港，但亦會出口產品至美國、英國、歐洲及澳洲。

安利集團為葛林家族所擁有。第二次世界大戰前，莫利士•葛林曾在上海及天津為安利工作，其後於1957年從沙宣集團收購安利。莫利士的兒子米高其後接管父親的公司，成為集團主席，而他的兒子丹尼現時則擔任集團的董事總經理，是葛林家族在安利集團的第三代領導人。

作為一家由德國人擁有的公司，安利在第一次世界大戰期間被英國當局查封，渡過了一段艱苦的日子。在1940年代日本侵華期間，他們的營運環境同樣十分艱難。集團主席米高•葛林說：「日佔時期，香港所有商店都關門了，我們的辦公室亦不例外，幸好我們仍找到方法渡過難關。」

第二次世界大戰後，安利再度陷入困境，不過這正好讓葛林家族得以從沙宣集團收購安利。沙宣集團在30年代從原股權持有人手中購入安利。米高說：「安利當時為沙宣集團所擁有，而沙宣是全球最大的公司之一。不過，他們作出了若干錯誤決定，最終決定從香港撤資。由於安利在戰後仍未重上軌道，所以沙宣主動向我父親出售安利。公司那時候除了我父親，只有七名員工。戰爭期間，父親在中國北部被日本人拘留，身體狀況一直不太理想。最後他與幾個合夥人一起收購安利。」

安利集團起初是貿易公司，其後在中國擴展業務至地產業、製造業及航運業。米高面帶微笑地說：「有趣的是，我們經過長時間的發展後，到頭來還是一家貿易公司。」

米高謙虛地說：「市場上，明顯有比我們成功的公司。如果我們更加進取，公司的業務也許會更突出。不過，我和丹尼的目標並非成為香港首富，而是讓葛林家族成為備受尊重的家族之一。」

丹尼說：「我們建立核心價值，尤其看重道德操守，以及如何待人接物、處世為人。」

葛林家族雖然原籍歐洲，不過他們自19世紀後期便留在香港，與內地及香港的淵源深厚。20世紀初期，他們於內地發展，在1949年中國政權轉移後離開，並在中國1970年代末期進行改革開放時，重返內地市場。

在內地重新發展後，安利成為廣州白天鵝賓館及北京香山飯店的建築材料供應商，此兩間酒店屬於內地首批現代化酒店。主席米高亦有親身參與此項目，他說：「我們與內地發展商長期保持良好的關係，我們的合作關係經得起時間考驗。我前往內地與他們協商，成功爭取為這兩間酒店提供建築材料，此後陸續成為其

他85間酒店的建築材料供應商。」

現時，內地經濟尤其是地產業，不再蓬勃發展，然而安利卻能夠繼續拓展業務。丹尼說：「中國地方偉大。有人說中國經濟放緩，我相信某些行業的確正在放緩。不過，像我們一樣規模不大的公司仍可找到機遇。」

他續說：「我們看到內地一些城市仍在增長，市場對酒店業仍進行大量投資，業界一直穩步發展。住宅項目確實有所放緩，但對我們而言，當中的影響已被抵銷。」

安利在美國、英國及澳洲等海外市場的業務亦有增長，漸見成績。丹尼說：「在美國，與我們公司合作的人士都表示我們辦事有效率，並積極回應他們的要求，對香港公司的工作態度予以肯定。」

米高說：「我們在美國的其中一個大客戶曾進行內部審查，以評估所有供應商的表現。根據他們的報告，我們被評為最佳供應商。」

在香港，經營家族生意的通常是南亞裔人或華裔香港人，葛林家族並不屬於上述兩者，但幾代人在港經營家族生意已逾半世紀，可算得上是例外。不過，他們與其他家族一樣，視香港為自己的家。

米高說：「我的祖父母是羅馬尼亞人，外婆來自俄羅斯，外婆的父親則來自瑞士，所以我們沒有血脈相連的故鄉。香港是我們的家，在香港建立了成功事業，我們只希望將之延續至下一代，而不是拼命賺取更多金錢，衣錦還鄉。」

家族對公司的深厚感情，已成為公司的重要象徵。丹尼說：「我的目標不是擁有一間專業化的公司，我希望家族成員能積極參與公司事務。我看到不少家族企業成功發展後，轉型成專業化的公司，繼而失去家族企業獨有的情感聯繫。他們會較容易出售股份，令公司最終不再是家族生意。我們的目標是讓公司能承傳下去。」

米高親身經歷過香港眾多歷史大事，面對本港現時的經濟氣氛及政治議題，仍然處之泰然。他說：「我感到十分樂觀。我之前遇過更壞的情況！不單是香港，世界各地也面對類似的問題。」

大事年表

- 1866 歐洲商人積及•安魯（Jacob Arnhold）及彼德•嘉博（Peter Karberg）開創先河，成立貿易公司
- 1881 積及•安魯及彼德•嘉博在上海開設公司總部，標誌著安利集團在香港及內地龐大業務的開端
- 20世紀 安利集團在中國設有37間辦事處，並在倫敦、曼徹斯特、柏林及紐約設有採購辦事處
- 1930年代 安利集團的控股權轉移至沙宣集團
- 1949 隨著中國政權轉移，安利集團把總部遷至香港
- 1957 自沙宣時代起一直負責管理安利，現任主席的父親莫利士•葛林，全面收購安利集團的控股權
- 1978 安利集團重回內地市場，負責為白天鵝賓館供應建築材料及浴室設備。該酒店位於廣州沙面島，是內地首批達國際標準的酒店之一
- 時至今日 安利集團已成為領先的建築材料和機電設備經銷商

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CBRE Benefits from Chamber's Knowledge-Sharing 知識共享

Boasting 14 years of experience in Hong Kong's real estate industry, Tom Gaffney helped Forever 21 open its second concept store and bring Jamie's Italian Restaurants to Hong Kong. Now, as CBRE's Managing Director for Hong Kong, Macau and Taiwan, Gaffney, who joined the company earlier this year, bears responsibility for all of CBRE's business activities in those territories. He is also a member of CBRE's Greater China Executive Committee.

CBRE is a global leader in real estate services with over 1,200 staff providing services in various categories including Retail, Office, Capital Markets, Consulting, Asset Services, Valuation & Advisory Services, Project Management, Industrial & Logistics, Global Workplace Solutions, and International Project Marketing. Recently, the firm launched a specialized Food & Beverages team to support their clients in navigating the complex food & beverage industry.

CBRE joined the Chamber in December 2000 with the goal of leveraging the organization's networking and knowledge-sharing platforms. CBRE's corporate membership entitles all of its staff to experience Chamber membership benefits, which helps increase participation from individuals within the firm. Gaffney and his colleagues often attend the informative events hosted by the Chamber, which helps the team broaden their knowledge and understanding of important issues such as Hong Kong's economic and political changes.

"CBRE prides itself on its market expertise and local knowledge, so attending these events allows our employees to further educate themselves and therefore better serve our clients from all industries across Hong Kong," Gaffney said.

Company: **CBRE Ltd**
HKGCC Membership No.: HKC0727
Established: 1978
Website: <http://www.cbre.com.hk>

Tom Gaffney在香港房地產業擁有14年的豐富經驗，曾協助 Forever 21在港開設第二間概念店，並把Jamie's Italian餐廳引入香港。Gaffney於年初加入世邦魏理仕（CBRE）為香港、澳門及台灣董事總經理，主管CBRE在這些地區的業務。他亦是CBRE大中華執行委員會的成員。

CBRE是全球房地產服務業的領導者，僱用超過1,200名員工，提供零售、辦公室、資本市場、顧問、資產服務、估值和諮詢服務、項目管理、工業及物流、全球辦公室方案，以及國際項目營銷等多個類別的服務。最近，該公司成立了專責服務餐飲業的團隊，支援客戶管理飲食業的複雜運作。

CBRE於2000年12月加入總商會，希望能夠善用本會的人際網絡和知識分享平台。CBRE作為公司會員，其全體員工均可享有總商會提供的會員優惠，從而鼓勵個別員工參與活動。Gaffney及其同事不時出席本會舉辦的資訊性活動，有助團隊擴闊知識，並了解香港經濟和政治變化等重要議題。

Gaffney說：「CBRE以專業的市場和本地知識而自豪，因此透過參加這些活動，員工可進一步為自己增值，進而為香港各行各業的客戶提供更佳的服務。」

除了出席各項活動，Gaffney亦是總商會房地產委員會的委員，積極參與會務。Gaffney補充：「加入委員會讓我有機會討論不同的課題和知識，令我獲益良多，是我來港14年來最難得的體驗。」

In addition to attending events, Gaffney is also very active in the Chamber as a member of the Chamber Real Estate Committee. Gaffney added, "Being a Committee Member has been an extremely interesting experience. The topics that are discussed and the knowledge sharing in the committee are some of the best that I have experienced in the 14 years that I have been in Hong Kong."



公司名稱：世邦魏理仕有限公司
總商會會員編號：HKC0727
創辦年份：1978
網站：<http://www.cbre.com.hk>

米高表示，60年代正值文革，共產黨支持者在香港示威，這段時間令他最為擔憂。他說：「那時的香港有很多暴亂，人們甚至互相攻擊。」

米高認為香港現時確實面對一些嚴重問題。「我認為問題是，年輕人無力購買物業、生兒育女或找到高薪工作，政府有責任改善這個情況，但要改變政治則並不可能。」

丹尼對香港同樣感到樂觀，他說：「香港充滿朝氣，是令人嚮往的工作地點，營商氣氛亦濃厚。在香港經商充滿挑戰，這裡

的競爭激烈，但辦事效率甚高。很多人曾說過，在香港一天能完成的東西，比在其他主要城市一周完成的東西還多。」

隨著安利集團邁向150周年，他們不滿足於留在香港發展業務。米高說：「我們的最大挑戰是如何讓我們的品牌真正打入世界市場，我們正循著這個方向努力。」

丹尼說：「或許我們已太習慣香港的營商模式。不管到哪個地方，我們都需要學習如何在當地開展業務。其他人已經成功做到，我們有信心我們也做得到。」

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New

OCL Appreciates Chamber's Efforts in Leading Business Sector 八達通認同總商會領導商界的角色

作為八達通卡有限公司（八達通）行政總裁，張耀堂期望公司可利用創新科技，讓市民的日常生活變得更輕鬆。

張耀堂從事零售銀行業及支付業務40年，豐富的工作經驗助他將八達通的系統發展成為全球領先、服務範圍最廣泛的非接觸式智能卡收費系統之一。八達通在本港的應用範圍甚廣，包括公共交通、停車設施、零售店舖、售賣機及小賣部、學校、康樂設施，以及住宅及商業大廈門禁系統。

為迎合客戶多元化的需要，八達通不但方便客戶在實體店進行線下支付，現時的服務更擴展至網上付款，當中包括推出「八達通網上付款服務」、網上移動支付服務「好易畀」（O! ePay）、八達通流動電話卡及八達通流動應用程式。

有見於總商會舉辦各種培訓、研討會及工作坊，為會員提供寶貴平台，以建立商業聯繫、增進知識，八達通因此於2000年加盟。張耀堂說：「成為總商會會員有助我們緊貼全球經濟動態、商業資訊和市場發展，以及深入了解最新的科技趨勢，這對八達通的業務極為重要。我們能夠藉此建立更緊密的商業聯繫，更充分了解新機遇，把握先機。」

除此之外，張耀堂很欣賞總商會為領導商界所作出的努力。他說：「香港正處於政治、社會及經濟發展的十字路口。香港若要繼續穩步向前、維持國際金融中心的地位，商界必須解決本港現正面對的困難，以及應對與經濟、基建相關的迫切議題，否則我們的競爭力會被逐步削弱。我們需要像總商會一樣的商业組織來領導商界，向政府及公眾表達商界的意見。」

公司名稱：八達通卡有限公司
總商會會員編號：HKO0135
創辦年份：1997
網站：<http://www.octopus.com.hk>



As the CEO of Octopus Cards Limited (OCL), Sunny Cheung is always thinking about how the company can make people's daily lives hassle-free with innovative technology.

His 40 years of experience in the retail banking and payments industry have enabled him to help make the Octopus system one of the world's leading and most extensively accepted contactless smart card payment systems. Octopus is now widely used in many aspects of Hong Kong daily life including public transport, parking, retail, vending machines and kiosks, schools and leisure facilities, and access control for residential and commercial buildings nowadays.

To cope with customers' diverse payment needs, Octopus has transformed from facilitating just brick-and-mortar offline payments to also facilitating online payments including the introduction of Octopus Online Payment Service, the network-based O! ePay mobile payment service, Octopus Mobile SIM and the Octopus App.

In 2000, OCL joined the Chamber because it provides a valuable platform for building up business connections and knowledge enhancement through a variety of training sessions, seminars and workshops. "Being a member of the Chamber helps us keep abreast of the global economic climate, business intelligence, market development as well as gain insight into the newest technological advancements, which are all crucial to the business of OCL. We can stay better connected and be in a better position to learn about and take advantage of new opportunities," said Cheung.

What's more, Cheung appreciates the Chamber's efforts in leading the Hong Kong business sector. "Hong Kong is at a political, social and economic crossroads. If Hong Kong is to move forward and maintain its status as an international financial centre, the business sector must find solutions to the problems it faces, and pressing matters related to the economy and infrastructure. Otherwise, our competitiveness could start to erode. We need a business association like the Chamber, which can command leadership in the business sector and articulate our vision to the Government and the public," he said.

Company: Octopus Cards Limited
HKGCC Membership No.: HKO0135
Established: 1997
Website: <http://www.octopus.com.hk>

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Sharing a Dream

放眼世界市場 成就科技夢想

Hong Kong's tech startup ecosystem is still at an early stage of development, but it is undergoing rapid growth. According to the Global Startup Ecosystem Ranking 2015 study, Hong Kong is the fifth fastest-growing startup ecosystem in the world.

Roy Law, founder & CEO of AppTask Limited and TeamNote Limited, is one of the local innovative entrepreneurs passionate about building a healthy and vibrant startup ecosystem in Hong Kong.

Law worked in IT at JobsDB for about 10 years before embarking on his entrepreneurship journey. Having seen that company grow from 10 employees to become one of the most successful startups in Hong Kong and attract an overseas acquisition offer, Law was proud of being a part of that success, which then motivated him to create his own startup. As a result, in 2010, he quit his job to set up his own company AppTask which specializes in mobile solutions.

"I think Hong Kong has top IT talent but sadly we don't have big local IT brands that are embraced by users all over the world. With my own company, I really want

to prove to the world that Hong Kong's IT startups have all it takes to stand tall on the world stage," Law said at the Entrepreneur Series luncheon on 8 September.

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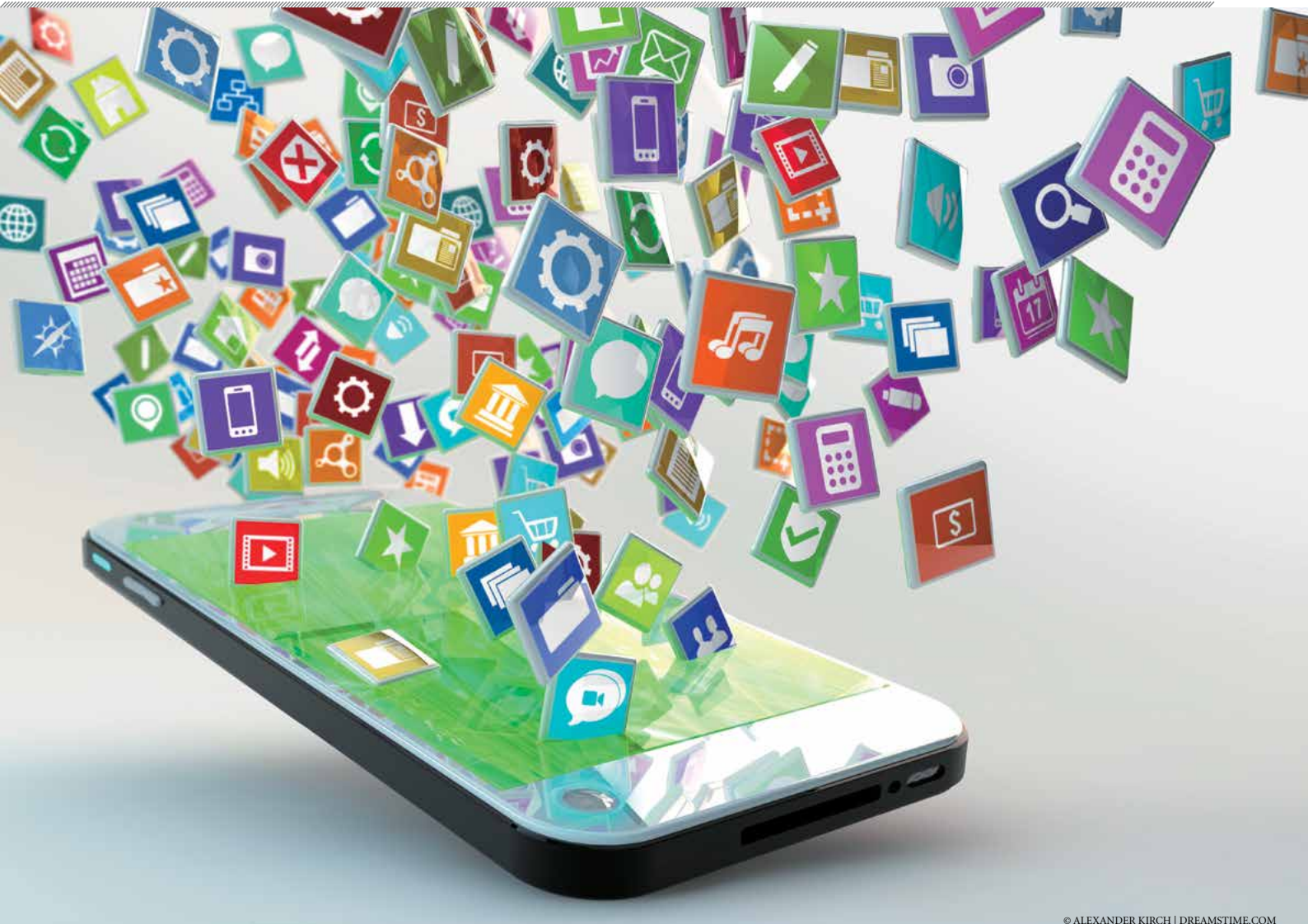
When Law established his startup, the iPad was being launched. He then predicted the popularity of smartphones and tablets would cause a surge in the demand for mobile apps. At that time everyone believed that apps could only get noticed when they were made available on Google Play or Apple Store, but he saw a different market – apps for enterprises.

"The dot-com bubble in 2000 caused many tech companies to go bankrupt but Microsoft and SAP managed to survive. I think this was not only because they are big companies, but also because they have quite a large business targeting corporate clients. This gave me an idea about creating an app for companies. I thought I should do something different to get the first-mover advantage," said Law.

By focusing on offering B2B mobile apps to enterprises to improve productivity and efficiency, Law developed his signature enterprise communication app TeamNote, which facilitates internal business communications.

The idea of TeamNote originates from the demand for companies to improve internal communications while retaining confidentiality. Operating in a private cloud, TeamNote is like an Enterprise Whatsapp with features including instant messaging, news announcement, job dispatch, duty roster, form filling and polling. It creates a secure





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environment for employees within a company to communicate instantly and simplify routine tasks on mobile devices.

Learn from Silicon Valley

TeamNote is now popular in Asia-Pacific markets, especially in Hong Kong and Mainland China, and will be expanded to European markets. In 2014, Law spun off TeamNote as a separate company. With the success of TeamNote, he won out over other applicants for an invaluable chance to attend Y Combinator's accelerator programme at Silicon Valley to refine his business in 2015.

"I had the chance to meet 'young mentors' in Silicon Valley. Though they are younger than me, they are top entrepreneurs. I particularly like the sharing culture among the startups there. Instead of treating each other as competitors, startups are willing to share ideas and ready to offer help when needed. I hope Hong Kong can develop such an atmosphere," he said.

Share the dream

Technology is changing so fast and market players have to act fast before their competitors do. Law said nurturing a professional team is crucial to his business. "I am fortunate that I have built a team with a good tech background. I rely on them to enhance our products to stay ahead of the competition. Of course I can never compete with big companies that offer high salaries to retain employees. The main reason my team stays with me is that they share my dream of making our product seen and heard in the world. That is our biggest motivation. I also let everyone in my company know they are equally important. That's why I keep a flat hierarchy. I want them to feel valued and hope this can minimize office politics," he said.

Outside his own company, he is passionate about nurturing IT talent. "I am eager to share my experience with startups and invest in other startups that have good ideas capable of disrupting the market," he added. ✿

香港的科技初創企業生態系統雖然仍處於成長期，但現時正迅速增長。根據《全球初創企業生態系統排名2015》，香港在全球發展最快的初創企業生態系統中排名第五。

AppTask Limited及TeamNote Limited創辦人兼行政總裁羅國明是本港的創新企業家，渴望在香港培育健康蓬勃的創業生態系統。

羅國明在創業之前，曾在JobsDB的資訊科技部門工作約十年，親身經歷該公司如何由一間僅得10名員工的公司，逐漸發展成香港最成功的初創企業之一，其後更吸引海外投資者收購。羅國明有幸為公司的成功作出貢獻，也因此萌生創業的念



I am eager to share my experience with startups and invest in other startups that have good ideas capable of disrupting the market.

我很樂意與初創企業分享個人經驗，亦願意投資其他初創企業，前提是這些企業有良好構思，能夠顛覆現有市場。



頭。2010年，他辭去工作創辦自己的公司AppTask，專門提供流動軟件解決方案。

羅國明在本會9月8日的「企業家系列」午餐會上說：「我認為香港擁有頂尖的資訊科技人才，可惜的是，很少本地企業能建立全球知名的資訊科技品牌。我希望能向世界證明，香港的科技初創企業有能力在國際市場上佔一席位。」

搶佔先機

羅國明創立公司的時候，iPad剛推出市場。他預期隨著智能手機及平板電腦的普及，市場對流動應用程式的需求將急升。當時，所有人都認為應用程式必須在Google Play或Apple Store上架，否則無法立足市場，但他卻看準另一個市場——企業流動應用程式。

羅國明說：「2000年，科網泡沫爆破導致很多科技公司破產，但微軟及SAP卻成功渡過難關。我認為這不單因為他們是大企業，更因為他們有不少業務以公司客戶為對象。因此我覺得可以為企業開發應用程式，開拓另一個市場，早著先機。」

羅國明主要為企業提供商業對商業（B2B）的流動應用程式，以提高生產力及工作效率。他開發了企業通訊應用程式TeamNote（團信）作為公司的主打產品，以促進企業的內部溝通。

TeamNote的誕生源於企業需要改善內部溝通，同時希望確保資訊保密。TeamNote在私有雲端上運作，好比企業版的Whatsapp，功能包括即時通訊、消息發布、工作分配、輪值安排、填寫表格及投票，為全體員工建立安全的溝通平台，讓他們能夠通過流動裝置即時溝通，以及簡化日常工作程序。

向矽谷學習

TeamNote現時在亞太市場廣受歡迎，尤其是香港及內地，並計劃將進一步拓展至歐洲市場。2014年，羅國明將TeamNote分拆為獨立公司。翌年，他憑藉TeamNote的成功，從其他申請者中脫穎而出，獲得前往矽谷參加Y Combinator創業加速計劃的機會。

他說：「在矽谷，我有機會與多位『年輕導師』見面。雖然他們的年紀比我輕，但每位都是精英企業家。我特別欣賞矽谷初創企業之間的分享文化，企業之間非但不會視對方為競爭者，更樂於交流意見，在需要時互相幫助。我希望香港亦可以建立矽谷分享文化。」

分享夢想

科技日新月異，市場參與者必須迅速作出應變，領先於其他競爭對手。羅國明表示，培育專業的團隊對他的業務發展至為關鍵。他說：「我很幸運能夠建立一隊擁有科技背景的優秀團隊。我依靠他們提升公司產品的質素，以在市場上繼續穩佔優勢。當然，我無法與大企業相比，用高薪挽留員工。我的團隊願意留在公司的主要原因，是因為他們和我擁有同一個夢想，希望讓全世界認識我們的產品。這是我們前進的最大動力。另外，我會讓每位員工知道，他們是同等重要的，因此我盡量精簡公司架構。我希望讓員工感受到重視，亦希望藉此減少辦公室政治。」

羅國明十分熱衷於培育資訊科技人才，他補充道：「我很樂意與初創企業分享個人經驗，亦願意投資其他初創企業，前提是這些企業有良好構思，能夠顛覆現有市場。」



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Cover Story 封面故事

Meet the New Chairman 新主席專訪

The Chamber's new Chairman, Stephen Ng, describes himself as a proud Hongkonger and firm optimist. The Bulletin's Editor Malcolm Ainsworth speaks with him about Hong Kong's prospects, and getting the community and our economy back on track.

Following are excerpts from that interview.

總商會新任主席Ng志強在接受本報專訪時，對香港目前經濟前景充滿信心，以及對今年社會及本港經濟前景持正面、向上及積極的態度。

The Bulletin's perspective on being elected Chairman of the Hong Kong General Chamber of Commerce after a year's probation for the coming year's business is a key theme in the new Chairman's new role. The Chamber has done a lot of work in the past year to ensure the community is prepared for the challenges ahead. The Chamber has already been doing much to do in the past year to ensure the community is prepared for the challenges ahead.

Ng is a well-known figure in the business community. He has been a member of the Executive Council of the Chamber since 2011. He has also served as the Chairman of the Chamber's various committees and sub-committees. He has a long history of public service and has been involved in many community activities.

Ng's appointment as Chairman is a testament to the confidence of the community in his leadership. He has a proven track record of leadership and a deep understanding of the business community. He is committed to working with the community to address the challenges ahead and to ensure the success of Hong Kong.

Special Report 專題報導

HKCCC Seizes First-mover Advantage in Iran 總商會在伊朗早著先機

The Hong Kong General Chamber of Commerce (HKCCC) has secured a first-mover advantage in Iran by becoming the first Hong Kong business organization to establish a formal relationship with the Iranian Chamber of Commerce (ICC).

The HKCCC's initiative was a result of a series of meetings and discussions between the two chambers. The meetings were held in Hong Kong and Iran, and resulted in a joint declaration of intent to establish a formal relationship between the two chambers.

The joint declaration outlines the areas of cooperation between the two chambers, including trade, investment, and economic development. It also sets out the objectives of the relationship, which include promoting trade and investment between Hong Kong and Iran, and supporting the economic development of both regions.

The HKCCC's initiative is a significant step towards strengthening the economic ties between Hong Kong and Iran. It also demonstrates the Chamber's commitment to exploring new markets and opportunities for its members.

Cover Story 封面故事

Shifting to a New Level 勇闖新境界

Malcolm Ainsworth, Editor of the Bulletin, discusses the challenges and opportunities facing the Chamber of Commerce and Industry in the current economic environment.

The Chamber has a long history of providing support and services to its members. In the current economic environment, the Chamber is facing new challenges and opportunities. It is committed to continuing to provide support and services to its members, and to exploring new ways to meet their needs.

The Chamber is also committed to promoting the economic development of Hong Kong. It is working with the government and other stakeholders to address the challenges facing the economy, and to create a more favorable business environment.

The Chamber's commitment to its members and to the economic development of Hong Kong is a key part of its mission. It is committed to working with the community to address the challenges ahead and to ensure the success of Hong Kong.



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Downgrading the Tourism Industry 發展旅遊業

The Hong Kong General Chamber of Commerce (HKCCC) has issued a report on the state of the tourism industry in Hong Kong. The report highlights the challenges facing the industry and provides recommendations for improvement.

The report identifies several key challenges facing the tourism industry, including a decline in visitor numbers, a shift in visitor demographics, and a decline in spending per visitor. It also identifies several opportunities for the industry, including the development of new tourism products and services, and the promotion of Hong Kong as a destination for high-end tourism.

The HKCCC is committed to working with the industry to address these challenges and to seize these opportunities. It is working with the government and other stakeholders to develop a comprehensive strategy for the tourism industry.

Strategy and Marketing 策略及市場

Sharing a Love of Food & Art

The Hong Kong General Chamber of Commerce (HKCCC) has organized a series of events to promote the arts and culture in Hong Kong. The events include a food and art festival, a series of lectures, and a series of exhibitions.

The food and art festival is a multi-day event that features a variety of food and art activities. It is a great opportunity for the community to enjoy the best of Hong Kong's food and art.

The series of lectures is a series of talks by leading experts in the field of arts and culture. It is a great opportunity for the community to learn more about the arts and culture in Hong Kong.

The series of exhibitions is a series of art exhibitions by local and international artists. It is a great opportunity for the community to enjoy the best of Hong Kong's art.

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Parisian Chic in Sheung Wan

上環的法式風情

Cocotte brings a contemporary take on French classics right to the heart of Hong Kong, reports the Chamber's staff writer **Elaine Chan**

Cocotte呈獻法式經典的現代演繹 本刊記者陳禱凝

香港也許不乏法國餐廳，但Cocotte卻能帶出小餐館獨有的魅力，在城中不斷變遷的美食區中突圍而出。Cocotte隱藏在上環善慶街梯級旁，以其時尚質樸的裝潢、親切的員工和美味的食物作招徠，吸引了鄰近居民和美食迷光顧，而餐廳內熱鬧暖和的氣氛令人不禁憶起在巴黎用膳的美好時光。這間小餐館精選時令的食材，致力把法國的經典菜式重新演繹。從平日的晚餐到悠閒的周末早午餐，每季都會推出新菜單，讓食客可細味不同的鮮味。

There is perhaps no shortage of French eateries in Hong Kong, but Cocotte stands out as a unique and vibrant gastro-brasserie at the heart of the city's ever-changing dining district. Tucked away down some stairs on the pedestrian-only Shin Hing Street in Sheung Wan, Cocotte's striking modern and rustic art decor, friendly staff and excellent food has attracted both regular neighborhood diners and food enthusiasts, and the lively and intimate ambience brings to mind wonderful memories of dining in Paris for those who have been. With an excellent choice in seasonal ingredients, this charming little restaurant employs a contemporary twist on hearty French classics. From gastro dinners on weekdays to relaxed weekend brunch, the menu changes every season to ensure that diners can indulge in a fresh selection of fine flavours.



Langoustine Mi-cuit

半熟小龍蝦

This creation consists of beautiful langoustine tartare thoroughly marinated in extra virgin olive oil, salt and pepper. The thin layer of the dry-cured Spanish Bellota ham on top creates a smoky salty flavor that subtly complements, but does not overwhelm the delicious meatiness of the langoustines. With freshly made tomato water served on the side as a refreshing palate cleanser, this enticing appetizer is a combination of new exciting flavors.

小龍蝦他他以特級初榨橄欖油、鹽和胡椒醃製，加上薄薄一片西班牙風乾黑毛豬火腿，既可帶出煙燻的鹹香，又不失蝦肉的鮮甜，相得益彰。伴隨的鮮製蕃茄水，亦為你的味蕾添上一股清新的氣息。這道迷人的前菜帶給食客全新的味覺體驗。



Seared Hokkaido Scallops

香煎北海道扇貝

Slightly seared and caramelized in black garlic & ginger sauce, these Japanese scallops are accompanied by bright orange butternut mousseline and seasonal green romanesco to complete a delectable seafood dish.

嫩煎焦糖日本扇貝配以黑蒜和薑，再伴上鮮橙色的白胡桃慕思和時令的羅馬花椰菜，炮製成這款美味的海鮮菜式。



Foie Gras Terrine

鵝肝凍批

French foie gras surrounded by fresh raspberries and colorful edible flowers is an irresistible classic dish, with the pinkish liver being well-seasoned and marinated with cognac for two days before it is slowly cooked under a special temperature to maintain its freshness. Like any indulgence, the silken richness and sublime taste make every bite a memorable experience.

法國鵝肝綴以新鮮的紅莓和色彩繽紛的花菜，令這款經典菜餚增添難以抗拒的魅力。粉紅色的鵝肝先放進干邑中醃製兩天，再以特定的溫度慢煮，以保留鮮味。跟所有佳餚美饌一樣，這道菜口感幼滑豐腴，味道香醇可口，每一口都令人回味無窮。



Chef's Profile 大廚小檔

French Chef Petrous Moldovan dreamt of being a chef when he was only a child. He attended culinary school in France at just 13 years old where he learnt classic French cooking techniques. Since then he has worked all over the world, including a decade at prominent restaurants in New York, such as serving as the chef de cuisine and pastry chef at the renowned Russian Tea Room.

With a strong passion for creating hearty French cuisine, Moldovan set foot in Hong Kong and opened the Parisian brasserie-inspired Cocotte with his brothers in 2014, where he aspires to bring his creativity and finesse to each of the dishes.

法籍大廚Petrous Moldovan小時候已夢想成為廚師。他年僅13歲時已入讀法國的廚藝學院，學習傳統的法式烹飪技巧。他其後到世界各地工作，曾在紐約任職多家知名餐廳達十年時間，例如在著名的Russian Tea Room擔任主廚和糕餅師。

Moldovan對法國菜的熱愛，促使他於2014年踏足香港，與其兄弟開辦法式小餐館Cocotte，致力把他的創意和技巧融入每一道菜式。

Cocotte

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Pave de Boeuf

厚切澳洲牛扒

Coming from cattle fed with premium grain for 100 days, this Australian steak is cooked to provide the perfect texture, while the toothsome dauphinois potato and patty pan offer the right counter to balance out the concentrated flavor of the thick-cut steak.

牛扒來自以優質穀物飼養100天的澳洲牛隻，肉質細緻嫩滑，配以爽甜的馬鈴薯和蓮花果，完美地中和了厚切牛扒的濃味。



Black Truffle & Porcini Tagliatelle

黑松露牛肝菌扁麵

The luscious homemade tagliatelle comes with “black diamonds” in the kitchen – black truffle freshly shaved to create an extra aroma when the plate arrives at the table. Equally eye-catching is the perfectly cooked orange Taiyouran egg on the top, which generates a delicate, natural sweetness when devoured together with pasta soaked in rich porcini sauce.

自家製的意大利扁麵爽口彈牙，伴以素有「黑鑽石」之稱、新鮮刨下的黑松露菌，上桌時更添芳香。橙黃色的日本Taiyouran雞蛋亦同樣吸引，與沾滿香濃牛肝菌醬汁的扁麵同吃，滲出淡淡的天然甜味。



Passion Fruit Meringue Tart

熱情果蛋白撻

If your sugar cravings often strike after a meal, this artistically looking passion fruit tart guarantees your immediate satisfaction. Filled with tangy and creamy passion fruit curd, the tart is paired with crispy meringue, dried raspberries and green lime gel to create a harmonic sweet-sour balance. This decadent dessert is a wonderful way to round off your night of gastronomic adventure at Cocotte.

若品嚐甜品是飯後的指定動作，這款精緻的熱情果撻定能即時滿足你的味覺。香甜軟滑的熱情果蓉，配以鬆脆的蛋白、紅莓乾和青檸醬，吃起來酸酸甜甜，味道調校得宜。這款令人著迷的甜品為是次味覺之旅畫上完美的句號。



China's e-Commerce Trends

Cross-device and mobile transactions surge, writes **Jack Tang**, Sales and Marketing Manager, AsiaPay Limited

As the popularity of smart phones and 4G wireless mobile telecommunications technology continues to grow, the value of e-commerce transactions in Mainland China reached US\$600 billion in 2015, which helped Mainland China to catch up with the U.S. to become the world's largest digital economy that year. Due to the improvement in internet infrastructure and the ongoing digital revolution, the digital economy has experienced an increase of 40% while the usage of social networks has also experienced rapid growth. According to the estimates from eMarketer, the Chinese e-commerce market is estimated to grow by 30% annually. By 2018, the total market value may reach US\$1.5 trillion.

Meanwhile, social networks in China are also experi-

encing rapid growth. By 2016, the number of monthly users of WeChat had reached 762 million, with 83% of the users having engaged in online shopping. Meanwhile, through the rapid development of internet infrastructure, users can purchase things online across different devices, which has revolutionised the e-commerce industry.

According to Criteo's analysis on mobile payment, "The State of Mobile Commerce Q3 2015," the smartphone has become the most popular device for making online payments.

According to StatCounter's report in August 2015, websites that support mobile layouts have increased by 136%, which take up about 42% of the total views in Mainland China. This has proven that mobile devices



The value of e-commerce transactions in Mainland China reached US\$600 billion in 2015, which helped Mainland China catch up with the U.S. to become the world's largest digital economy that year.



ment gateway company AsiaPay offers comprehensive and flexible payment services and solutions to merchants via its PayDollar platform. The integrated payment service of PayDollar supports payment solutions that are multi-currency, multi-lingual, multi-card and multi-channel, together with advanced fraud detection and management solutions.

The growth of online transactions has been increasing and multiple payment services have arisen. While there is a significant growth in online transactions, the number of fraud transactions is also increasing.

PayDollar is a recognized payment gateway that has been specifically designed to deliver high security, customizability and scalability which makes it one of the few e-Payment providers in Asia which is Level 1 PCIDSS compliant. ✨



have become highly popular for internet browsing as well as online purchasing.

According to iResearch Consultant Group, 1,220-billion-RMB-worth of transactions in 2015 were made on registered third-party online payment platforms in China. This amount was an increase of 707% from 2013. These transactions were mostly conducted via leading e-commerce companies including China UnionPay, AliPay of Alibaba Group, and Tenpay of Tencent Holdings.

The sheer size of the e-commerce market in Mainland China means that many international enterprises including Hong Kong companies want to enter it. However, the complicated China ePayment application process is an obstacle to enterprises interested in the China market. To deal with this issue, Hong Kong pay-

中國電貿市場趨勢

跨設備及手機網上交易成熟潮
聯款通營業及市場經理鄧兆麟

隨著智能手機及高速移動通訊的普及，2015年中國電商市場的交易額已達到6,000億美元，更超越了美國成為全球最大的數碼經濟體。網絡基礎設施的提升，加上持續的數碼變革，促使數碼經濟在過去數年取得按年近40%的增長。根據eMarketer的估算，中國的電商市場未來數年將持續按年增長約30%，到2018年，市場總值將達15,000億美元。

中國的社交網絡使用率也呈現爆發式的增長。2016年，微信的每月平均用戶已達到7.62億，其中近83%的用戶都有進行網上購物。與此同時，互聯網基礎設施發展迅速，用戶可跨設備進行網購，為電子商貿業帶來了革新。

從Criteo對2015年第3季網購數據的分析可見，智能手機已成為最受歡迎的網上支付裝置。

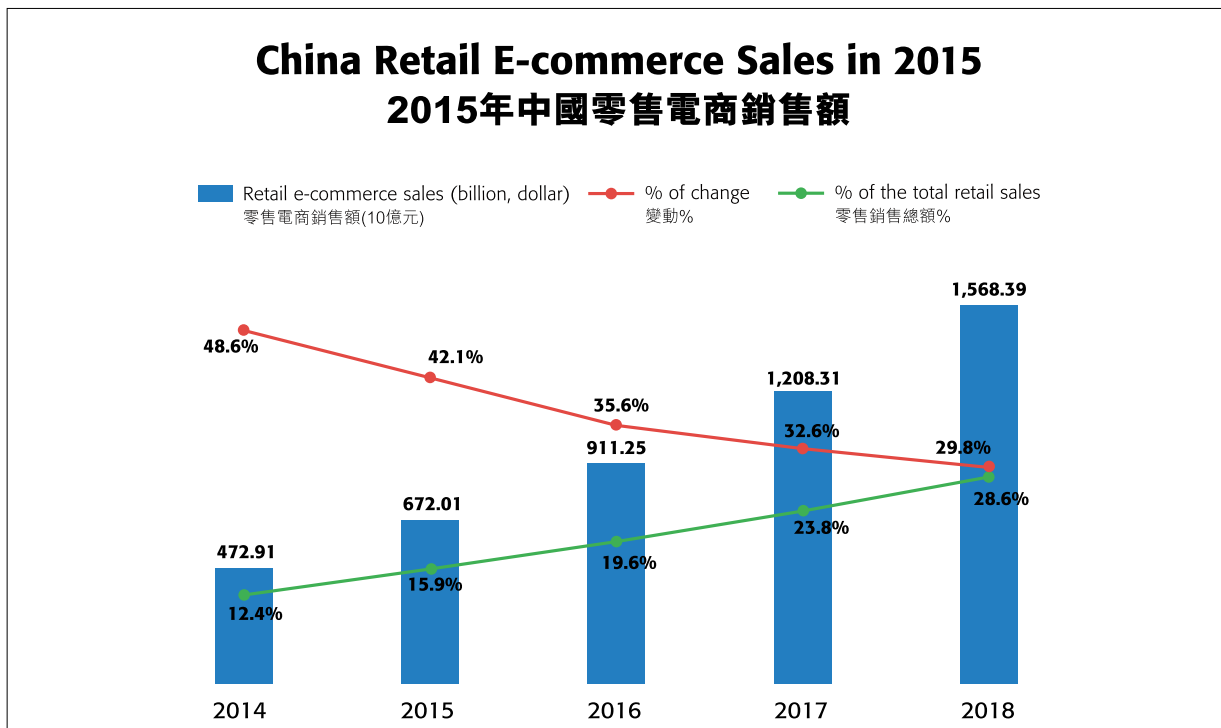
StatCounter於2015年8月份發表的報告顯示，支援手機瀏覽的網頁比上一年增加了136%，佔內地網頁瀏覽總數約42%，足以反映很多內地人都日漸轉用手机瀏覽網頁，甚至進行購物。

根據iResearch顧問公司，中國第三方移動支付業務在2015年錄得的12,200億人民幣總交易量，比2013年足足增長了707%。有關增長主要來自領先的電子商貿公司，包括中國銀聯、阿里巴巴旗下的支付寶，以及騰訊的財付通。

面對中國龐大電子商貿市場，香港及全球商家都虎視眈眈。然而，在中國進行電子支付的申請程序繁複，令有意進軍中國市場的企業卻步。為應對這個問題，AsiaPay集團旗下支付品牌PayDollar（傳款易）是其中一間網上收款平台，可為商戶提供便捷高效的收款服務。PayDollar支援多國貨幣、語言和付款模式，並提供先進的詐騙偵測和管理方案。

隨著互聯網交易流量不斷地增長，網上支付方式遠遠超出了銀行卡的範疇，隨之而來的是欺詐行為的增加。AsiaPay有別於其他支付平台，能夠提供具多項認證的支付閘道服務，其強大的安全性、個人化和可擴展性的服務，使之成為少數在亞洲連續10年獲得國際支付行業資訊安全一級認證PCIDSS的電子支付服務商。

2015年中國電商市場的交易額已達到6,000億美元，
更超越了美國成為全球最大的數碼經濟體



OXFAM TRAILWALKER

18-20 NOVEMBER, 2016



Support the Chamber YEC Team in Oxfam Trailwalker 2016

To mark HKGCC's 155th Anniversary, a team of YEC members are joining the OXFAM Trailwalker this year under the **Team No. "0155"**. Representing the Chamber, the team will take on the challenge to complete the 100km MacLehose Trail within a 48-hour time limit on 18 - 20 November 2016.

The Chamber Young Executives Club (YEC) carries out CSR projects every now and then to engage members to contribute to the community. Last year, the two YEC teams not only completed the Trailwalker, they were also awarded the **Outstanding Fundraiser Awards** for raising over HK\$200,000. This year, YEC continues this challenge with one dedicated team to help raise funds for a good cause, while encouraging members to support members.



Invite your friends, colleagues and associates to support this CSR initiative

Oxfam Trailwalker is one of the largest fundraising sporting events in Hong Kong to support Oxfam's various poverty alleviation and emergency relief projects. **You are encouraged to support in the following ways:**

• **Lend a helping hand – Join as a Support Team Member!**

Members who would like to take part in some of the training or to assist in supporting the teams during the event may join as Support Team Members. **The more the merrier!**

Deadline: 1 September 2016

• **Share your bit – Sponsor the Teams!**

Your donation of any amount can help support the team and raise funds for Oxfam. *Oxfam will issue receipts for tax deduction if donations exceed HK\$100.

Deadline: 30 November 2016

• **Market your company – Be a Campaign Sponsor!**

At HK\$5,000 or above, your company will be acknowledged in the pre/post event and activities coverage in the Chamber Bulletin and on the Chamber's website and social media platforms.

Deadline: 30 September 2016

ACT NOW!

Complete the form and return to us (by email to vera@chamber.org.hk or fax: 2821 9580) before the deadline stated above:

Company

HKGCC Membership No.

I will sign up for:

Support team member

Donation HK\$

Campaign Sponsor

Name of Donor/Supporter

Position

Email

Contact:

Tel:

Mobile:

Fax:

(DONATION OF ANY AMOUNT IN HK DOLLARS)
PAYMENT BY

Cheque: HK\$ _____ (payable to The Hong Kong General Chamber of Commerce)
Please mark N161118KF on the back and post to Ms Vera So, HKGCC, 22/F United Centre, 95 Queensway, Hong Kong.

Cash Deposit/Transfer to HSBC A/C: 500-166897-838
(please fax the payment slip to 2821-9580 or email vera@chamber.org.hk)

Click for the official Oxfam Trailwalker website: www.oxfamtrailwalker.org.hk/
Learn more about the Young Executives Club on facebook: www.facebook.com/hkgccyec/

For enquiries, please feel free to call Vera So at 2823 1280 or email vera@chamber.org.hk

The State Administration of Taxation in China released an “Announcement on the Enhancement of the Reporting of Related Party Transaction and Administration of Contemporaneous Documentation” (Announcement 42) on 13 July. It significantly strengthens the information disclosure requirements for taxpayers in China. Adam Chong, Partner of KPMG China, briefed members at the Chamber's 5 September roundtable luncheon about the main changes in the reporting and documentation requirements in Announcement 42. He also talked about how enterprises can get ready in light of the new reporting and documentation rules.

國家稅務總局於7月13日發布《關於完善關聯申報和同期資料管理有關事項的公告》（42號公告），大大提高了對中國納稅人的

訊息披露要求。畢馬威會計師事務所合夥人鍾國華在9月5日蒞臨本會，向會員概述42號公告的主要修訂內容，並討論企業如何做好準備，確保符合有關申報和資料管理的新規定。



China Committee Chairman PC Yu led a delegation to attend the China International Fair for Investment & Trade (CIFIT) in Xiamen from 7 to 9 September. The delegation met with Guo Zhenjia, Vice Chairman of Fujian Province Committee of the Chinese People's Political Consultative Conference, and discussed further cooperation between Hong Kong and Fujian. The delegation also attended the opening ceremony of CIFIT and visited the Hong Kong booth. CIFIT is currently the only international investment event in China. Organized by the Ministry of Commerce, it attracts more than 15,000 entrepreneurs from 120 countries every year.

中國委員會主席余鵬春於9月7至9日率領代表團赴廈門參加「中國國際投資貿易洽談會」（投洽會）。代表團與福建省政協副主席郭振家會面，討論香港與福建的進一步合作。團員亦出席投洽會的開幕式，並參觀香港展館。投洽會是中国目前唯一的國際投資盛會，由商務部舉辦，每年吸引來自120個國家逾15,000名企業家到訪。

Xu Ziyue, Director, Port Administration Office, The Bureau of Commerce of Anhui Province, visited the Chamber on 8 September, and was received by Wendy Lo, Senior Manager, China Business. He invited the Chamber to attend the Investment and Trade Expo 2016 Anhui (China) to be held in Hefei, Anhui Province, from 18 to 19 October.

安徽省商務廳口岸管理處處長徐滋躍於9月8日到訪，由中國商務高級經理盧慧賢接待。徐處長邀請總商會出席10月18至19日假安徽省合肥市舉行的「2016中國國際徽商大會」。

Fenny Luo, Vice Chief, Investment Service Centre, Zhuhai Bureau of Commerce, visited the Chamber on 8 September and met with Wendy Lo, Senior Manager, China Business, to discuss ways to strengthen cooperation between Hong Kong businesses and Zhuhai.

珠海市商務局投資服務中心副主任羅婉芬於9月8日到訪本會，與中國商務高級經理盧慧賢會面，討論如何加強香港商界與珠海的合作。

The 2016 Heilongjiang (Hong Kong) Economic and Trade Cooperation Seminar took place on 7 September. Chamber Chairman Stephen Ng met with Li Haitao, Vice Governor of Heilongjiang, at the seminar, which introduced investment opportunities in the agricultural, tourism and healthcare industries in Heilongjiang.

2016黑龍江（香港）經貿合作交流會於9月7日舉行。會上，總商會主席吳天海與黑龍江副省長李海濤會面，了解該省在農業、旅遊和醫療業方面的投資機遇。



The 11th Pan-Pearl River Delta Regional Co-operation and Development Forum and Trade Fair (PPRD Forum) was held in Guangzhou on 25 August. The Secretary for Commerce and Economic Development Gregory So led a delegation to participate in the forum. Nature Yang, Vice Chairman of the Chamber's Industry & Technology Committee, represented the Chamber on the delegation. The PPRD forum, which is an important regional cooperation platform, covers nine provinces/regions in the Mainland (Fujian, Jiangxi, Hunan, Guangdong, Guangxi, Hainan, Sichuan, Guizhou and Yunnan) and the Hong Kong and Macau SARs, accounting for one-third of the country's population and gross domestic product.

第十一屆泛珠三角區域合作與發展論壇暨經貿洽談會於8月25日假廣州舉行。商務及經濟發展局局長蘇錦樑率領代表團參與論壇，而總商會則由工業及科技委員會副主席楊自然代表隨行。泛珠三角論壇是重要的區域合作平台，涵蓋內地九個省份/地區（福建、江西、湖南、廣東、廣西、海南、四川、貴州和雲南）及香港和澳門特區，佔全國人口及國內生產總值達三分之一。

A seminar on Shandong took place in Hong Kong on 21 September. Chamber CEO Shirley Yuen met with Xia Geng, Vice Governor of Shandong Province, at the seminar and discussed future cooperation.

山東開放政策發布交流會於9月21日在港舉行。會上，總商會總裁袁莎妮與山東省副省長夏耕會面，探討未來合作前景。



Song Hai Jun, Deputy Director-General, Hong Kong and Macao Affairs Office, Guangxi Zhuang Autonomous Region, led a delegation to the Chamber on 19 August. PC Yu, China Committee Chairman, and several China Committee members received the group to learn about the latest developments in Guangxi, and also discussed future cooperation between the Chamber and Guangxi.

廣西壯族自治區港澳辦副主任宋海軍於8月19日率領代表團到訪，由本會中國委員會主席余鵬春及多位委員接待，以了解廣西的最新發展，並討論總商會與廣西的未來合作。



Zhu Hexin, Vice Governor of Sichuan Province, hosted a “2016 Sichuan Services Industries (Hong Kong) Promotion Seminar” on 7 September in Hong Kong. Before the seminar, Chamber Chairman Stephen Ng attended a high-level meeting. Over 60% of foreign investment in Sichuan comes from Hong Kong investors.

四川省副省長朱鶴新於9月7日在港主持「2016四川服務業（香港）推介會」。總商會主席吳天海出席會前的高層見面會。四川超過六成的外來投資來自香港投資者。

Jack Tang, Sales and Marketing Manager, AsiaPay Limited, spoke at a Chamber roundtable on 14 September. China is the biggest retail e-commerce market in the world, with 70% of shoppers having made at least one purchase with their smartphones. Along with the fast-growing online shopping industry in China, online payment has become a crucial tool to smoothen and enhance the online shopping experience of customers. Tang briefed members on recent market trends as well as payment strategies in China.

聯款通有限公司營業及市場經理鄧兆麟為本會9月14日的午餐會主講。中國是全球最大的電子商務零售市場，當中有七成的消費者透過智能手機進行交易。隨著網上零售業在中國快速增長，網上付款已成為提



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HKGCC Presents: **Women Summit 2016**

“Leaders in the Spotlight”

JC HALL, ASIA SOCIETY HONG KONG CENTER **THURSDAY 9AM - 2PM** **OCT 20, 2016**

The Hong Kong General Chamber of Commerce Women Executives Club is proud to present The Women Summit 2016: Leaders in the Spotlight on 20 October at the Asia Society Hong Kong Center. Successful women leaders of various backgrounds will share their inspirational stories, their passions, and the impact they have made upon their organizations and society. Don't miss the opportunity to meet with some of the most powerful ladies in town!



Summit Website

Opening Remarks

Carrie LAM, Chief Secretary for Administration, HKSAR Government

Honorary Remarks

Rita FAN, Member of the Standing Committee of the 12th National People's Congress, People's Republic of China

Armchair Session I: Enduring Family Success

Features next generation successful women business leaders who innovate, transform and lead their companies to achieve new heights.

Vicki CHAN, Executive Director, Continental Holdings Ltd
Sonia CHENG, CEO, Rosewood Hotel Group
Diana CHOU, Founder & Chairman, Aerochine Aviation Ltd
Maggie KOONG, Chief Principal, Victoria Educational Organisation
 (Session Chair) **Aron HARILELA**, Deputy Chairman, Hong Kong General Chamber of Commerce

Armchair Session II: Women of Passion

Features inspirational women who have made an impact in different areas driven by their hard work, beliefs and passion.

Alice AU, Managing Director, Spencer Stuart
Joanlin AU, Director, JA Design Architects Ltd
Polly CHEUNG, Founder, Hong Kong Breast Cancer Foundation
Jayne LEUNG, Head, Greater China, Facebook
 (Session Chair) **Viveca CHAN**, Founder, WE Marketing Group

Distinguished Luncheon Keynote

CHEUNG Yuen Ting, Award-winning Film Director
 (Session Chair) **Stephen NG**, Chairman, Hong Kong General Chamber of Commerce

Fee: Member HK\$800 / Non-member HK\$1,200 (includes lunch)

** This event will be conducted in English 本活動將以英語進行 **

Enquiry: Cathy Chan ☎ 2823 1282 📠 2821 9582 ✉ cathy@chamber.org.hk

Online Registration



Event Code:
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Chamber Chairman Stephen Ng hosted luncheons on 1 & 5 September for Committee Chairmen to share their views and ideas for further elevating the work and effectiveness of their respective committees, and improving Hong Kong's business environment.



總商會主席吳天海於9月1日及5日設午宴，宴請各委員會主席，討論委員會的工作及如何進一步提升效率，以及改善香港營商環境。

Economic Policy Committee 經濟政策委員會

Chamber CEO Shirley Yuen attended a meeting at the Hong Kong Monetary Authority (HKMA) on 26 August to discuss the issue of opening and maintaining bank accounts. The meeting was also attended by representatives from foreign chambers, financial institutions and InvestHK.

總商會總裁袁莎妮於8月26日在香港金融管理局出席會議，討論有關開設及維持銀行賬戶的議題。與會者包括其他國際商會、金融機構及香港投資推廣署的代表。

On 1 September, Pansy Yau, Deputy Director of Research from HKTDC, briefed members on the development of the Belt and Road Initiative, the role of Hong Kong in the Initiative, and related opportunities for the business sector. She stressed that Hong Kong could benefit from the Initiative as a result of its mature international business network, sound financial market, and abundant provision of professional services.

香港貿易發展局研究副總監邱麗萍於9月1日向委員簡介「一帶一路」的發展、香港在「一帶一路」的角色及商機。她強調，香港擁有成熟的國際商業網絡、穩健的金融市場，以及充裕的專業服務業人才，能受惠於「一帶一路」戰略。

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

Richard Welford, Chairman of CSR Asia Ltd, Dorothy Chan, Senior Manager - Corporate Responsibility of MTR Corporation, and Emma Harvey, Group Sustainability and CSR Manager of Gammon Construction Ltd,

spoke at a roundtable luncheon on 7 September to introduce the concept of shared value and the ways in which Hong Kong companies can address social needs in a commercially viable way.

企業社會責任亞洲主席Richard Welford、地鐵公司企業社會責任高級經理陳美瑩及金門建築有限公司集團持續發展及企業社會責任經理Emma Harvey出席本會9月7日的午餐會，講解「共享價值」的概念，以及香港企業如何建立商業可行的模式來滿足社會的需求。



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

The Chamber's Proposals on Belt and Road opportunities for Hong Kong's financial services sector was submitted to the Financial Services and the Treasury Bureau on 19 August.

委員會於8月19日向財經事務及庫務局提交建議書，就香港金融服務業在「一帶一路」中的機遇提出建議。

Committee Chairmen 委員會主席

Asia & Africa Committee 亞洲及非洲委員會

Malaysia's New Trade Commissioner to Hong Kong 馬來西亞新任駐港商務領事

Malaysia's new Trade Commissioner to Hong Kong, Ezzwane Ahmad, accompanied by Kathy Kok, Marketing Officer, paid a courtesy visit to the Chamber on 6 September where they were greeted by Director of PR and Programs Malcolm Ainsworth and Assistant Manager Hilton Yip. They discussed the business activities of Malaysian companies in Hong Kong and future cooperation between the Chamber and the Malaysian trade promotion body MATRADE and the local Malaysian Chamber of Commerce.



馬來西亞外貿促進機構新任商務領事依乍華妮與市場主任郝得怡於9月6日到訪總商會，由公共關係及項目總監麥爾康及副經理葉治平接待，雙方討論馬來西亞企業在香港的營商情況，以及本會、馬來西亞外貿促進機構（MATRADE）與本港馬來西亞商會的未來合作。



Cape Chamber of Commerce and Industry President Visits

開普敦工商會主席到訪

Cape Chamber of Commerce and Industry (CCCI) President Janine Myburgh paid a courtesy visit to the Chamber on 23 September, where she was greeted by Asia & Africa Committee Vice Chairman Ashwani Goel, HKGCC Senior Economist Rocky Tung, Assistant Manager Hilton Yip, and members. The Cape Town-based CCCI was established in 1804 and represents over 2,500 companies. They discussed trade between South Africa and Hong Kong, local developments, and possible future cooperation between the two Chambers.

開普敦工商會主席Janine Myburgh於9月23日到訪總商會，由亞洲及非洲委員會副主席高成偉、總商會高級經濟師董一岳、副經理葉治平及委員接待。開普敦工商會成立於1804年，會員公司數目逾2,500間。會上，雙方討論了南非和香港之間的貿易情況、當地發展，以及兩間商會未來的合作機會。



Americas Committee
美洲委員會
Mr Thomas Wa Sun Wong
黃華樂先生



Asia/Africa Committee
亞洲/非洲委員會
Mr Andrew R Wells
華賢仕先生



China Committee
中國委員會
Mr P C Yu
余鵬春先生



HKCSI - Executive Committee
香港服務業聯盟 — 執行委員會
Dr Mark C Michelson
麥高誠博士



Digital, Information & Telecommunications Committee
數碼、資訊及電訊委員會
Dr Eric Chin
錢樹楷博士



Economic Policy Committee
經濟政策委員會
Mr Peter Churchouse
卓百德先生



Environment & Sustainability Committee
環境及可持續發展委員會
Dr Jeanne Chi Yun Ng
吳芷茵博士



Europe Committee
歐洲委員會
Mr Stephen Weatherseed
韋大象先生



Financial & Treasury Services Committee
金融及財資服務委員會
Mr George S K Leung
梁兆基先生



Industry & Technology Committee
工業及科技委員會
Mr Emil Chen On Yu
于健安先生

Addressing Manpower Needs 應對人力需求

Secretary for the Civil Service Clement Cheung Wan-ching spoke at the Chamber's Town Hall Forum on 19 September about the challenges facing Hong Kong's civil service and manpower needs.

The Chamber regularly organizes such forums to give members and ministers an opportunity to candidly exchange views. These meetings are held behind closed doors and off the record.



公務員事務局局長張雲正出席本會9月19日的議事論壇，討論香港公務員團隊所面對的挑戰和人力需求。

總商會定期舉辦議事論壇，讓會員有機會與各司局長會面交流。這些論壇僅供會員參加，不設傳媒採訪。

Europe Committee 歐洲委員會

Building Ties with Portugal 與葡萄牙建立聯繫

Artur Lami, Director-General for Economic Activities, Ministry of Economy of Portugal, called on the Chamber on 5 September, where he was welcomed by Europe Committee Vice Chairman Jennifer Chan and Committee member Carol Wing. They exchanged views on the business environment in Portugal and opportunities for Hong Kong and Mainland China businesses.

葡萄牙經濟事務總局長Artur Lami於9月5日到訪總商會，由歐洲委員會副主席陳佩君與委員榮明珠接待，雙方就葡萄牙的營商環境，以及中港企業在當地的商機，互相交流意見。



Turkish Business Matching Meeting 土耳其商業配對會議

The Chamber organized a business matching meeting for members to meet with the Aegean Exporters Association on 7 September. The association's Chairman Sinan Kiziltan and deputy Ismail Aksoy thanked the Chamber for arranging the meeting and exchanged souvenirs with Director of PR and Programs Malcolm Ainsworth.

總商會於9月7日舉行商業配對會議，讓委員與Aegean Exporters Association會面。該會主席Sinan Kiziltan及副主席Ismail Aksoy感謝總商會籌辦是次活動，並與公共關係及項目總監麥爾康交換紀念品。

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

David Dodwell, Executive Director of the Hong Kong-APEC Trade Policy Group, explained how the APEC Services Trade Access Requirements Database could make business expansion easier for services providers at a roundtable luncheon on 5 September. He suggested that by utilising this business-friendly online tool, service providers could explore opportunities in APEC economies more efficiently.

Hong Kong-APEC Trade Policy Group執行董事杜大偉在本會9月5日的午餐會上，講解

「APEC服務貿易市場進入規定資料庫」如何協助公司擴展業務。他表示，此網上工具能方便用戶更有效地發掘經合組織內不同市場的商機。



At a meeting with members on 28 September, Professor Zhang Bao-hui of Lingnan University discussed the role of the G20 in globalisation and global governance, as well as the implications of the Hangzhou Summit for Hong Kong.

在9月28日的委員會會議上，嶺南大學張泊匯教授探討二十國集團（G20）在全球化及全球管治上的角色，以及G20杭州峰會對香港的啟示。

Legal Committee 法律委員會

The Chamber's comments in response to a consultation on "Some Proposed Amendments to the Companies Ordinance (Cap. 622) and its subsidiary legislation" were submitted to the Government on 22 August.

總商會於8月22日提呈建議書，回應政府對《公司條例》(第622條)及其附屬法例提出的修訂建議。

Committee Chairmen 委員會主席



A meeting was held on 23 August for members to discuss the proposals in a joint consultation paper issued by the Securities and Futures Commission (SFC) and the Hong Kong Stock Exchange (HKEx) on listing regulation. Another meeting was held on 13 September in which SFC CEO Ashley Alder exchanged views with members on the consultation.

委員會於8月23日舉行會議，討論證券及期貨事務監察委員會（證監會）及香港交易及結算所（港交所）在聯合諮詢文件中提出的上市監管建議。在9月13日的另一次會議上，證監會行政總裁歐達禮與委員就此諮詢文件交換意見。

Industry & Technology Committee 工業及科技委員會



Emil Yu, Chairman of the Industry & Technology Committee, chaired the HKGCC Judging Panel which interviewed nine shortlisted companies of the 2016 Hong Kong Awards for Industries: Innovation and Creativity on 2 September. Shortlisted entries were nominated to the Final Judging Panel for consideration on 15 September.

工業及科技委員會主席于健擔任總商會評審委員會主席，於9月2日會見九間入選「2016香港工商業獎：創意組別」的公司。候選企業的提名名單已於9月15日提交予最終評審委員會。

Forty members visited the Hong Kong Internet of Things Centre of Excellence on September 20 to learn about how the latest IoT technologies can support the continuous development of businesses and enhance the competitiveness of different industries.

40名會員於9月20日參觀香港物聯網科技應用中心，了解最新的物聯網科技如何促進企業的持續發展，以及提升不同行業的競爭力。

Legal Committee
法律委員會
Mr Stephen Crosswell
高善和先生

Manpower Committee
人力委員會
Mr Albert Wong
王舜義先生

Membership Committee
會員關係委員會
Dr Aron H Harilela
夏雅朗博士

Real Estate & Infrastructure Committee
地產及基建委員會
Mr Douglas Woo
吳宗權先生

Retail & Tourism Committee
零售及旅遊委員會
Mr Frank Lee
李敬天先生

Shipping & Transport Committee
船務及運輸委員會
Dr Kelvin Leung
梁啟元博士

Small & Medium Enterprises Committee
中小型企業委員會
Mr William Wong
黃龍想先生

Taxation Committee
稅務委員會
Ms Grace Tang
鄧卓敏女士

Taiwan Interest Group
台灣小組
Mr Stanley Hui
許漢忠先生

Women Executives Club
卓妍社
Mrs Margaret Leung
梁甘秀玲女士

Young Executives Club
卓青社
Mr Oscar Chow
周維正先生

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



Philip Chan and Kathleen Au, respectively Director and Deputy Director of the Sales of First-hand Residential Properties Authority, updated members on 14 September on the authority's work in enhancing the transparency and fairness of the sales of first-hand residential properties and in strengthening consumer protection.

一手住宅物業銷售監管局專員陳鈞儀與副專員區皓寧於9月14日向委員講解該局的最新工作，以提高一手住宅物業銷售安排和交易的透明度和公平性，並加強對買家的保障。

SME Committee 中小型企業委員會



Colin Pou, Senior Vice President, Operations, The Hong Kong Mortgage Corporation Limited, briefed SME Committee members at the committee meeting on 5 September about the latest progress with the SME Financing Guarantee Scheme.

香港按揭證券有限公司業務運作高級副總裁鮑克運出席9月5日的委員會會議，向委員簡介中小企融資擔保計劃的最新進展。

Taxation Committee 稅務委員會

Committee Chairman Grace Tang attended the Chamber's General Committee meeting on 13 September to provide an overview of the Taxation Committee's work, its accomplishments to date and upcoming projects.

委員會主席鄧卓敏於9月13日出席理事會會議，概述委員會的工作、工作成果，以及未來的計劃。

Manpower Committee 人力委員會

Manpower Committee Chairman Albert Wong, Vice Chairman Christina Chan and Chamber executives met with representatives of the Mandatory Provident Fund Schemes Authority on 6 September to exchange views on the operations of the retirement protection systems in Hong Kong and issues of common concern.

人力委員會主席王舜義、副主席陳淑嫻與總商會領導於9月6日與強制性公積金計劃管理局的代表會面，雙方就香港退休保障制度的運作，以及共同關注的議題，互相交換意見。

Young Executives Club 卓青社

Five Executive Committee members of the Chamber Young Executive Club joined the Joint Chamber Luncheon: Promoting Sportsmanship and Striving for Excellence on 14 September at the Chinese General Chamber of Commerce with Pan-gon Kim, Head Coach of the Hong Kong Representative Team, Hong Kong Football Association, who shared his coaching experience with the Hong Kong football team.

五位卓青社委員於9月14日出席假香港中華總商會舉行的「青年工商界專題午餐會：發揚體育拼搏精神」。會上，香港足球代表隊總教練金判坤分享領導香港隊的經驗。

Working Group on Fintech 金融科技工作小組

Josiah Lam, Senior Manager, Financial Infrastructure Department, Hong Kong Monetary Authority, spoke about the work of the FinTech Facilitation Office, particularly on FinTech regulations, at the Working Group meeting held on 23 August.

香港金融管理局金融科技促進辦公室高級經理林嘉聲於8月23日出席工作小組會議，講解該辦公室的工作，特別是金融科技監管方面的工作。

Talent Development 人才發展

Ir. Dr. Y.M. Wong, Group Technical Director of BPS Global Group, introduced the development and application of intelligent warehouse storage systems for delivery, shipping and air freight at a seminar on 19 August. He also talked about ways to optimize warehouse layout design and how to integrate IT innovation with supply chain logistics.

威裕環球集團技術總監王耀文博士在8月19日的研討會上，介紹智慧倉儲系統的發展及應用，以作貨物配送、船運及空運。他亦講解如何優化倉庫佈局設計，以及將新興資訊科技與供應鏈物流結合。



International Business Committee 國際商務委員會

A pre-IBC meeting was held on 2 September at the Chamber to discuss issues for the IBC meeting to be held later in the month at the Central Government office in Tamar.

國際商務委員會預備會議於9月2日在總商會舉行，商討正式會議的議程。正式會議於稍後假添馬政府總部舉行。

Women Executives Club 卓妍社



The Organizing Committee for the Women's Summit held a meeting on 23 August to discuss the progress of the summit. Following the meeting, a networking dinner was held at the Mira Moon Hotel featuring Spanish tapas and a free flow of wine.

女行政人員高峰會籌備委員會於8月23日舉行會議，討論高峰會籌備的最新進展。會議後舉行聯誼晚宴，會員在間月酒店享用西班牙小食，品嚐各式各樣的美酒。



A WEC Breakfast Meeting was held on 25 August with guest speaker Miranda Leung, Former General Manager – Corporate Relations and member of the Executive Committee of the MTR Corporation. Leung shared her personal views about retirement, particularly on planning for retirement in order to ensure a happy and healthy retirement. She also gave expert advice on corporate PR strategies drawing on her long experience in the industry.

卓妍社於8月25日舉行早餐會，邀得香港鐵路有限公司前公司事務總經理梁陳智明女士擔任嘉賓。會上，梁女士分享她對退休的看法，特別提到規劃退休的重要性，以安享健康、愉快的退休生活。她亦憑藉自己多年於公關界工作的經驗，就企業公關策略向會員提供專業意見。



Over 60 members had an enjoyable evening at the Chamber Theatre on 26 August learning practical skincare tips and Fall/Winter makeup trends from Estee Lauder. Celebrity Jade Lui also shared her beauty secrets and showed how to make two health drinks.

逾60位卓妍社會員於8月26日參加假總商會演講廳舉行之酒會，從雅詩蘭黛的化妝師身上學習到實用的護膚技巧及秋冬季的化妝趨勢，渡過愉快的一夜。明媛雷梁家玉亦到場與會員分享護膚心得，並示範製作兩款健康飲品。

Transforming the Tourism Industry

旅遊業的轉變與發展

With Hong Kong's tourism industry facing fierce competition from countries such as Japan, Thailand and Korea, with their more lenient visa policies, incentivized shopping offers, and influential pop cultures, it was very timely for Pansy Ho, Vice Chairman & Secretary-General of the Global Tourism Economy Forum and Managing Director of Shun Tak Holdings Ltd, to speak about the "Transforming Tourism Economy" at a Chamber roundtable on 23 September.

Ho discussed the impact of new technological innovations and the new burgeoning class of consumers, especially Mainland Chinese, in global tourism before a full house at the Chamber.

Last year, 120 million Mainland Chinese travelled abroad, and the World Tourism Organization projects that this number will double by 2020 to reach 234 million. In light of this anticipated growth, Ho pointed out that both Hong Kong and Macao should pay attention to the Hong Kong-Zhuhai-Macao Bridge and the "one-hour Living Circle" surrounding Guangzhou which has a population of 100 million. The bridge is also a part of a national arterial highway system that crosses the Pearl River Delta and opens up further room for collaboration with an even larger geographic region.

Ho said that out of the 120 million outbound Mainland travelers, 20% of them booked directly via an online travel agency last year.

Mainland consumers are highly accustomed to making transactions online due to the proliferation of e-commerce, said Ho. Therefore, OTAs (online travel agency) are expected to continue growing at an accelerated pace. Mainland travelers often tend to use ride-hailing apps such as Didi Chuxing and cross-border mobile payment services, like Alipay or Wechat Wallet. The tourism industry should not ignore the development of such trends.

Ho also said she hoped Hong Kong and Macau would become partners instead of competing against each other. 🌸



Mainland consumers are highly accustomed to making transactions online due to the proliferation of e-commerce. Therefore, online travel agencies are expected to continue growing at an accelerated pace.





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為推動旅遊經濟，日本、泰國及韓國等國家已實施較寬鬆的簽證政策及刺激消費措施，加上其流行文化甚受追捧，香港旅遊業正面對激烈的競爭。有見及此，本會邀得世界旅遊經濟論壇副主席兼秘書長、信德集團有限公司董事總經理何超瓊在9月23日的午餐會上主講，探討「旅遊經濟的轉變與發展」。

午餐會全場座無虛席，何超瓊探討了科技創新及新一代消費群，尤其是內地消費者增長，對全球旅遊業的影響。

去年，內地有1.2億居民出國旅遊，世界旅遊組織推算人數將於2020年增至2.34億。有鑒於此，何超瓊指出，隨著港珠澳大橋的興建，圍繞廣州、人口達1億的「一小時生活圈」逐漸形成，香港及澳門都應注視區內的發展。港珠澳大橋是中



隨著電子商貿普及，內地消費者已慣於在網上進行交易，故預期網上旅行社將加速增長。



國高速公路系統的重要一環，橫跨珠江三角洲，能為區內發展開拓更大空間。

她指出，在去年1.2億的出境內地旅客中，有20%經網上旅行社直接預訂。

隨著電子商貿普及，內地消費者已慣於在網上進行交易，故預期網上旅行社

將加速增長。內地旅客傾向使用召車服務應用程式如滴滴出行，以及跨境流動支付服務如支付寶或微信錢包等。旅遊業不應忽視這些趨勢的發展。

何超瓊亦表示希望香港和澳門能成為合作夥伴，而非競爭對手。✿



Sunset Harbour Cruise

Organized by the Chamber Young Executives Club, around 60 members enjoyed Happy Hour aboard Aqua Luna while cruising around beautiful Victoria Harbour on 23 September. The event was held to help raise funds in support of the Chamber's Oxfam Trailwalker team (Team no. 0155) who will be running the challenge on 18 November. While the event was fully sponsored by Ascent Partners Group Limited, members contributed donations to get on the cruise. It was a memorable evening as members enjoyed a great time networking and meeting new friends. If you wish to make a donation in support of the Chamber team, please visit: www.chamber.org.hk/trailwalker 🌸



黃昏維港遊

總商會卓青社於9月23日舉行黃昏維港遊，吸引逾60名會員參加。參加者登上「張保仔」帆船暢遊維多利亞港，聯誼交流，渡過輕鬆寫意的晚上。是次活動的目的是為11月18日參加「樂施毅行者」的總商會隊伍（團隊編號0155）籌募善款。活動由艾升集團全力贊助，而參加的會員亦有捐款，以示支持。如欲贊助本會毅行者隊伍，請瀏覽本會網頁：www.chamber.org.hk/trailwalker。





Good Citizens Keeping Hong Kong Safe

Forty citizens were commended by the Police at the Good Citizen Award (GCA) Presentation Ceremony on 22 September.

The awardees helped the Police arrest more than 30 persons for a variety of offences, including theft, wounding, burglary, indecent assault and possession of a dangerous drug. Each of the awardees received a certificate and a cheque for \$3,000.

Deputy Commissioner of Police (Operations), Wong Chi-hung, pointed out at the ceremony that the crime figures in the first half of 2016

dropped to a record-low level since 1979. He emphasised that practising effective law enforcement, increasing anti-crime awareness and promoting a close partnership between the Police and the community are the most effective fight crime measures.

Wong commended the GCA awardees for their courage and judgment and also urged members of the public to continue working with the Police to fight against crime.

Two of the awardees, Tsoi Tsz-wa and Kwok Chun-hung, witnessed a man assaulting a victim with a

chopper in a car park, then subdued the man. The man was convicted and sentenced to three years.

The eldest awardee, Cheng Chun-chun, helped the Police arrest a man who had attacked a passersby with a cutter by following the man and providing detailed information to the Police.

The Award is presented twice a year by the Police Public Relations Branch and sponsored by the Hong Kong General Chamber of Commerce. Frank Lee, Chairman of HKGCC's Retail & Tourism Committee, represented the chamber as an officiating guest. 🌸



好市民維持香港治安

40名協助警方撲滅罪行的市民於9月22日在「好市民獎頒獎典禮」上獲表揚。

透過各得獎者的協助，警方拘捕了逾30名分別涉及盜竊、傷人、爆竊、非禮及管有危險藥物等案件的人士。每名得獎者獲頒獎狀和獎金3,000元。

警務處副處長（行動）黃志雄在典禮上表示，2016年上半年的整體罪案數字下降至1979年後的新低。他認為，警隊有效執法、提高市民的防罪意識，以及推動警民合作是減少罪案的最有效措施。

他讚揚好市民獎得主表現的勇氣和判

斷力，並希望警民互助的精神能傳承下去。

其中，兩名好市民獎得主蔡子華及郭震雄，在一個停車場內目睹一名男子以菜刀砍傷事主，二人立即上前制止並制服男子。該名男子其後因蓄意傷人罪成，被判處監禁三年。

是次頒獎典禮最年長的得獎者鄭振春，則協助警方拘捕一名以刑刀襲擊途人的男子。鄭先生尾隨該名男子，並向警方提供詳盡資料。

好市民獎由警察公共關係科主辦，香港總商會贊助，每年頒獎兩次。總商會零售及旅遊委員會主席李敬天代表本會擔任主禮嘉賓。✿



Boosting Digital Visibility 提升數碼能見度

“Where is the best place to hide a dead body? The second page of Google search results!” said Dick Ng, Industry Engagement Manager of GS1 Hong Kong.

Good online product information search experiences are critical for making purchasing decisions, but computers are “dumb” when it comes to retrieving product information online if you do not speak the web language.

“Digital representation of a product needs to be the same in potentially thousands of different places, and digital presence needs to be consistent in all places at the same time. That required a common language to make it possible,” Ng told forty HKGCC members who visited the GS1 Hong Kong’s Internet of Things Centre of Excellence (IoT Centre) on 20 September to learn how the latest technologies can help enhance the visibility of consumer products in the digital world, and

raise the competitiveness of different industries by advancing their business modules. “The new GS1 Smart Search Standard makes use of web vocabulary for structured data used in web page development, to keep product information more visible, and facilitate more efficient and accurate web searches,” said Ng.

In the showroom, Ng demonstrated how IoT could be applied to various industries to facilitate supply chain efficiency with innovations in six thematic zones - Smart Retail & Omni-channel, Smart Logistics, Smart Healthcare, Smart Food Safety, Smart Consumer Trust and Smart City.

GS1 Hong Kong was founded by the Hong Kong General Chamber of Commerce in 1989. Being one of GS1’s key initiatives, the IoT Centre serve as an industry support platform to foster the development of IoT technologies and the delivery of Radio Frequency Identification (RFID)/IoT-related services. 🌸



“Digital representation of a product needs to be the same in potentially thousands of different places, and digital presence needs to be consistent in all places at the same time.

產品資訊在不同的網上平台不應有差別，所有的數碼足跡無論何時何地都要連貫一致。



香港貨品編碼協會市場拓展經理吳普迪說：「哪裡是藏屍的最佳地點？答案是Google搜尋結果的第二頁！」收集產品資訊時，良好的網上搜尋經驗是作出購物決定的關鍵，但在網上檢索產品資訊時，如果不懂使用網絡語言，電腦亦只會「啞口無言」。

40位總商會會員於9月20日參觀香港貨品編碼協會（GS1 Hong Kong）旗下的香港物聯網科技應用中心（物聯網中心），了解最新科技如何有助增加消費品在數碼世界的能見度，以及各行各業如何透過改良商業模式，以提升競爭力。吳先生表示：「產品資訊在不同的網上平台不應有差別，所有的數碼足跡無論何時何地都要連貫一致，而這要有一種共同語言才能做到。」他又說：「為協助業界開發網頁，全新的GS1智慧搜尋標準利用網絡詞彙，建立結構化數據，從而提升產品資訊的能見度，使網絡搜尋更有效率、更加準確。」

在展示室的六個主題區內，吳先生利用不同的創新項目，展示物聯網如何應用於各行各業，以提升供應鏈的效率。這些主題區包括：智慧零售及全渠道零售、智慧物流、智慧醫療護理、智慧食品安全、智慧消費信心，以及智慧城市。

GS1 Hong Kong於1989年由香港總商會成立。物聯網中心作為GS1的主要項目之一，一直充當業界的支援平台，以促進物聯網技術的發展，以及無線射頻識別（RFID）/ 物聯網相關服務的分配。



Skincare, Health & Beauty Networking Cocktail

Over 60 members of the Chamber's Women Executives Club enjoyed a beauty networking cocktail at the Chamber Theatre on 26 August. They learnt practical skincare tips and fall/winter makeup trends from makeup artist Estée Lauder's, who also conducted a demonstration. Celebrity Jade Lui also shared her beauty secrets and demonstrated how to prepare two healthy drinks. Three lucky members won Estée Lauder's skincare products from the lucky draw. 🌸



分享保健美容秘訣

總 商會卓妍社於8月26日假本會演講廳舉行美容交流酒會，吸引逾60名會員出席。會上，雅詩蘭黛的化妝師講解護膚秘訣及秋冬化妝潮流，並進行示範。名媛雷梁家玉亦分享個人美容心得，並示範製作兩款保健飲品。在幸運抽獎環節中，三名幸運兒獲贈雅詩蘭黛的精美護膚產品。🌸





Preparing for Retirement 迎接退休生活

Miranda Leung, former General Manager – Corporate Relations of the MTR Corporation, discussed life after retirement with members of the Women Executives Club during a breakfast meeting on 25 August. Having moved up from personal secretary to General Manager of Corporate Relations, she never thought that she would work at MTR for 37 years. “There were different challenges at different times,” said Leung, who left her job a few years ago and has been enjoying retirement life since.

Leung advised members to prepare several things in advance before retiring. First, Leung said people need to calculate and save for their retirement fund and find suitable medical insurance. Second, people need to do more exercise for good health. Third, Leung advised members to get ready for changes in their daily life after retiring, both mentally and physically, since they will not have the same important role and routine like before. “You will not be somebody at the company anymore, but will become somebody else or nobody after retirement,” she added. Leung concluded by saying three things are important for retirement, which are retirement funds, companion and friends.

When a member asked how she felt about her career in MTR, Leung said it was a challenging but rewarding experience as she “grew up” with the company and gained many friendships. The two biggest challenges she faced during her time at MTR were the listing of the company and the rail merger. ❀

香港鐵路有限公司前公司事務總經理梁陳智明在8月25日的卓妍社早餐會上，與會員分享她退休後的生活。從秘書晉升至公司事務總經理的梁陳智明，從未想過自己會在港鐵任職37年之久，自幾年前離職後，她便一直享受退休生活。她說：「不同階段有不同挑戰。」

她建議會員退休前應預先做好幾項準備。首先，她認為我們應按個人需要儲蓄退休金，並選擇合適的醫療保險；其次，多做運動，保持身體健康；第三，準備身心迎接退休後的生活轉變，因為我們的角色與生活作息將與以前不一樣。她說：「退休後，你不再在公司擔當要職，而是以其他身份生活，重歸平凡。」她認為退休生活的三件重要東西為「老本、老伴和老友」。

當被問到對自己港鐵事業生涯的看法，她表示在港鐵的工作甚具挑戰性，而且充滿意義，因為她與公司「一同成長」，並結識了很多朋友。她任職港鐵時曾面對兩大挑戰，分別是公司上市及兩鐵合併。❀



Mark Your Diary



13 OCT

HKGCC Presents: Women Summit 2016

"Leaders in the Spotlight"

20 OCT



Download our app
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Training: Break Down Silos,
Drive Results

HKGCC Presents:
Women Summit 2016
"Leaders in the Spotlight"

2016 Chamber Events

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



OCTOBER

- | | | | |
|------------------|--|------------------|--|
| 03
OCT | Manpower Committee Meeting | 14
OCT | Policy Address/Budget Forum (Cantonese) |
| 04
OCT | Workshop: Present to Persuade
Policy Address/Budget Forum (English)
Digital, Information & Telecommunications
Committee Meeting
Joint dinner with the Hong Kong Japanese
Chamber of Commerce & Industry | 17
OCT | Americas Committee Meeting
Industry & Technology Committee Meeting |
| 05
OCT | Europe Committee Meeting
The Europe Committee & Taxation Committee
present a Roundtable Luncheon on: Brexit:
What are the tax implications?
Retail & Tourism Committee Meeting
Audit Committee Meeting | 18
OCT | Workshop: It's Time to Implement Your
Succession Planning
DIT Roundtable: It's Time to Implement Your
Succession Planning
Cocktail Reception With Consuls General of the
Asia-Pacific, African and Middle Eastern regions |
| 06
OCT | Financial & Treasury Services Committee Meeting
Membership Committee Meeting | 19
OCT | Visit to HK Electric Lamma Power Station |
| 12
OCT | A Visit to the HKIA Air Traffic Control Facility | 20
OCT | HKGCC Presents: Women Summit 2016
"Leaders in the Spotlight" |
| 13
OCT | Training: Break Down Silos, Drive Results | 21
OCT | Environment & Sustainability Committee
Leadership Meeting |
| | | 24
OCT | Town Hall Forum Series: Meet the ExCo -
The Hon Bernard Charnwut Chan |



25 OCT

Occupational Health & Safety Legal Compliance & Employees' Compensation Strategies



26 OCT

Delegation to Chongqing



02 NOV

Training: THINK ON YOUR FEET

07 NOV

Town Hall Forum Series: The Hon Jeffrey Lam





THE 21ST HONG KONG BUSINESS SUMMIT 2016

Visit www.chamber.org.hk/summit2016 for more details

Thursday 3 November 2016 9:00 - 14:15
Grand Ballroom, Grand Hyatt Hong Kong




OCTOBER

25
OCT China Roundtable: China's Housing Demand
Occupational Health & Safety Legal Compliance & Employees' Compensation Strategies

26
OCT Delegation to Chongqing
Seminar: ESG Reporting Requirements and Implementation
WEC Meeting

27
OCT Workshop: Effective Purchasing and Supply Management Strategy Deployment

31
OCT Investment Committee Meeting

NOVEMBER

01
NOV Legal Committee Meeting

02
NOV Training: THINK ON YOUR FEET

NOVEMBER

03
NOV The 21st Hong Kong Business Summit

04
NOV Training: Issues on Employing Part-time staff & Freelance Workers

07
NOV Town Hall Forum Series: Meet the LegCo – The Hon Jeffrey Lam Kin-fung

10
NOV Economic Policy Committee Meeting
WEC Networking Cocktail

11
NOV China Roundtable on Mission Hengqin
IndustryConnect@Science Park
Workshop: Speak Up!

15
NOV Workshop: Essential Workplace Writing

16
NOV Entrepreneur Series Roundtable: Joseph C C Wong, CEO & Chairman of Stelux

17
NOV FRD Press Conference

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Effective Purchasing and Supply Management Strategy Deployment

發展高效的採購及供應管理策略

This workshop will enhance understanding of purchasing and supply strategies and applying effective management skills.

Contents:

1. Categorize the goods and services being purchased
2. How to classify suppliers systematically?
3. Common metrics for measuring the performance of suppliers
4. Introduction of different supply management models

本工作坊將可讓學員加深認識採購和供應策略，以及運用高效的管理技巧。

內容：

1. 採購品的分類
2. 如何對供應商進行有系統的分類？
3. 衡量供應商績效表現的常用標準
4. 介紹不同的供應管理模式

Trainer: Ir. Dr. Irene Poon

導師: 潘慧娟博士

Date: 27 October 2016

日期: 2016年10月27日

Time: 2:30 – 5:30 p.m.

時間: 下午2時30分至5時30分

Venue: HKGCC Theatre, 22/F United Centre

地點: 金鐘統一中心22樓香港總商會演講廳

Language: Cantonese

語言: 廣東話

Fees: Member \$700 / Non-member \$900 (includes coffee/tea)

費用: 會員\$700 / 非會員\$900 (包茶點)

Think On Your Feet®

駐足思考

Through this one-day workshop, participants will be better able to:

- Structure ideas quickly, clearly and memorably
- Inform, influence and persuade clients using clear methods
- Handle tough questions under pressure

透過這為期一天的課程，參加者將可：

- 迅速、明確和有力地組織想法
- 使用清晰的方法來知會、影響和說服客戶
- 在壓力下處理棘手問題

Trainer: Anthony Brophy

導師: Anthony Brophy

Date: 2 November 2016

日期: 2016年11月2日

Time: 9:15 a.m. – 5:30 p.m.

時間: 上午9時15分至下午5時30分

Venue: HKGCC Theatre, 22/F United Centre

地點: 金鐘統一中心22樓香港總商會演講廳

Language: English

語言: 英語

Fees: Member \$3,800 / Non-member \$4,800 (Lunch not included)

費用: 會員\$3,800 / 非會員\$4,800 (不包午膳)

*Includes a comprehensive workbook valued at HK\$1,170

費用包括價值1,170港元的培訓指定用書

Speak Up!

「說出來吧！」

Personality, culture, and hierarchy can all inhibit individuals from expressing their points of view. Failing to actively contribute may have a negative impact at both personal and corporate levels. This workshop aims to enable participants to gain the confidence to voice their opinions in both internal and external meetings, face-to-face and in conference calls.

性格、文化和階級都會遏抑個人表達自己的想法。不能積極地溝通，往往會對個人及企業產生不良的影響。本工作坊旨在提升學員的自信，無論在內部或對外的會議、面談交流或電話會議，都能從容說出自己的意見。

Trainer: Mark Loasby

導師: Mark Loasby

Date: 11 November 2016

日期: 2016年11月11日

Time: 2:00 p.m. – 6:00 p.m.

時間: 下午2時至6時

Venue: HKGCC Theatre, 22/F United Centre

地點: 金鐘統一中心22樓香港總商會演講廳

Language: English

語言: 英語

Fees: Member \$600 / Non-member \$800 (include coffee/tea refreshment)

費用: 會員\$600 / 非會員\$800 (包茶點)



Ir. Dr. Irene Poon
DBA, MBus, BBus, CMILT, MHKIE
潘慧娟博士
DBA, MBus, BBus, CMILT, MHKIE



Anthony Brophy
Managing Director –
H. R. Solutions
Anthony Brophy
H. R. Solutions 董事總經理



Mark Loasby
Managing Director – Connect
Communication
Mark Loasby
Connect Communication
董事總經理



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- ↑ sharing from the renowned entrepreneurs and investors at panel discussions
- ↑ in-depth one-on-one business matching with start-ups
- ↑ the magnificent view of Hong Kong from 100/F
- ↑ unlimited flow of local delicacy and drinks for 5 hours
- ↑ many other fun activities including artwall, fashion show, photo booth, etc.

13 October 2016
5:00pm – 10:00pm

sky100, International Commerce Centre



Register now!

www.apacinnosummit.net/EWT/

Enquiry: emily.yeung@hkstp.org / +852 2629 6729

Note: Information is subject to change without prior notice.

