

工商月刊

BULLETIN

HKGCC: THE VOICE OF BUSINESS IN HONG KONG

AUGUST 2017



THE WONDERS OF HONG KONG 「你賞香港」



HK\$30 RMB25



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HKGCC

Beyond and Below Lion Rock

獅子山下

HKGCC

Hong Kong Harbour

香港海港

HKGCC

Well Fed and Clothed

食衣足

HKGCC

Shedding Lights of Man To the Night

人間萬物皆有情

HKGCC

Cheung Harbour

香港海港

HKGCC

"Silk-Steaming" Milk Tea

絲絲

HKGCC

Our Harbour

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Our Mountains, Cheung Cheems

山青水秀

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Peak of the Object

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高鐵新機遇

矽谷一向雲集創新與科技，但廣東亦逐漸出現多項世界性的科技突破及創新發展，例如騰訊、華為、大疆創新及華大基因等公司均推出新型號及產品。

雖然內地並非所有一線科創公司品牌都家喻戶曉，但無可否認，內地版的矽谷在科技研發上正站在前沿。總商會高層於7月前往廣州考察，探索大灣區能為香港企業提供的機遇，並到訪其中幾家公司。大灣區雲集人才、創新及創造力，將珠江三角洲由世界工廠重新定義為創新的高科技中心。

若然你可將大灣區的神益數字化的話，相信珠江三角洲轉型帶來的潛在增長會令你大吃一驚。世界銀行將珠江三角洲（包括香港和澳門）列為世界最大城市片區，超越東京。其人口超過6千6百萬，比英國更多。本地區人口雖只佔內地人口的5%，但其國內生產總值達1.2萬億美元，超過全國國內生產總值的10%，並佔總出口量約25%。

隨著眾公司進佔價值鏈更高位置，其出口值亦隨之攀升。越來越多內地公司在科技範疇，如付款、航拍機及人工智能等已具明顯優勢。根據國營烏鎮智庫的數據，中國內地現時在人工智能研發方面為世界第二大投資者，投資額為26億美元，僅次於美國。

高鐵通車後，內地的這股勢頭和人才將瞬間可達，並為香港公司開發新機遇。香港終將受益於這條現代城際鐵路，得以躋身擴展中的眾多現代城市之一。

然而，前提是高鐵香港段要實施一地兩檢。若香港能與內地高鐵「無縫」接軌，將是一大策略性突破，對香港未來至為重要。一地兩檢將大大提升與內地城市的接駁、削減出行時間，並帶來龐大經濟及社會效益。

關鍵在於「無縫」。任何需要乘客在邊境下車過關的安排都是說不通的。歐洲與北美洲的主權國家之間，也是以常識為基礎解決一地兩檢問題，讓乘客行程更舒適方便。難道我們要因為香港與廣東這兩個屬同一主權國家的城市不能實施一地兩檢而淪為國際笑柄嗎？

高鐵香港段預計於2018年9月通車，故此落實一地兩檢安排刻不容緩。我們期望政府會集中完成法律及後勤要求以趕上期限。我們亦期望立法會支持關鍵的一地兩檢安排。香港絕對不能錯失高鐵所帶來的機遇。✿

Express Rail to New Opportunities

Silicon Valley has long been a fountain for innovation and technology, but many of the world's technological breakthroughs and innovative developments are increasingly coming out of Guangdong, as companies like Tencent, Huawei, DJI and BGI unveil new models and services.

The Mainland's own Silicon Valley is at the cutting edge of research and development, although not all of the companies at the forefront of the wave are household names. During the Chamber's high-level mission to Guangzhou in July to explore opportunities the Greater Bay Area (GBA) could offer to Hong Kong businesses, we visited several such companies. This huge cluster of talent, innovation and creativity is helping to redefine the Pearl River Delta's (PRD's) transformation from the factory of the world into a high-tech centre for innovation.

The potential growth that this re-gearing will create is all the more mind-boggling when you put the GBA into numbers. The World Bank ranked the PRD – including Hong Kong and Macao – as the world's biggest megacity, surpassing Tokyo. Its population of over 66 million, even larger than the U.K., accounts for 5% of China's population, yet generates over 10% of its GDP at US\$1.2 trillion, and about 25% of all exports.

The value of those exports is also climbing as companies move up the value chain, and more Mainland firms dominate areas of technology, such as payments, drones and artificial intelligence (AI). The Mainland is now the world's second largest investor in AI research and development, at US\$2.6 billion, second only to the U.S., according to the state-run Chinese think tank Wuzhen Institute.

The opening of the Express Rail Link will bring this cluster of dynamism and talent within minutes of reach, and open new avenues of opportunities, for Hong Kong companies. Hong Kong will finally join the expanding club of modern cities served by modern inter-city rail.

A crucial element in this will be the establishment of the co-location arrangement for the Hong Kong Section of the Express Rail Link. Integrating seamlessly with the Mainland's national high-speed rail network will be an important breakthrough and critical to Hong Kong's strategic future. It will significantly enhance connectivity with Mainland cities, slash travel times, and bring huge economic as well as social benefits.

The operative word is “seamlessly.” Any arrangement which would require passengers to get off the train to pass through immigration and customs formalities would be ludicrous. Common sense has prevailed to overcome co-location issues between sovereign states in Europe and North America to enable passengers to travel in comfort and convenience. Do we want to become the laughing stock of the world for not being able to put a co-location arrangement in place within the same sovereign country between Hong Kong and Guangdong?

With the Hong Kong section of the Express Rail Link scheduled to open in September 2018, time is running out to implement the co-location arrangement. We hope the Government will focus on completing the legal and logistical requirements to meet this target date, and also that LegCo will support this crucial part of the plan. Hong Kong definitely cannot afford to miss this train of opportunity. ✿

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禁止象牙貿易

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Over a Century of Tradition 世紀老店細說從頭

Combining tradition with
innovation, Eu Yang Sang has
managed to remain one of the
most well-known household
brands in Southeast Asia and
Hong Kong as a leader in
traditional Chinese medicine
even after over a century.
余仁生結合超過一個世紀的傳統
與創新，一直是東南亞及香港
最著名品牌之一，在傳統中醫藥
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Italian Sorcery 「意」亂情迷

It is hard not to like Italian
cuisine, but Gradini takes it to
a whole new level
令人難以抗拒的意大利菜，
由Gradini帶你進入新境界

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Innovation Driving GBA's Growth 創新促進大灣區發展

As the capital of Guangdong
Province, Guangzhou's strong
economic and cultural ties with
Hong Kong are expected to
expand under the Greater Bay
Area (GBA) development plan
廣州是廣東省的省會，與香港多
年來貿易往來頻繁，文化交流頻
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The Wonders of Hong Kong
「你賞香港」

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Hong Kong General Chamber of Commerce
香港總商會1861

The Voice of Business 商界之聲

The Hong Kong General Chamber of Commerce has been representing and safeguarding the interests of business in Hong Kong since 1861. 自1861年至今，香港總商會一直代表及捍衛香港工商界的權益。

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分享會及閉幕禮



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We Are All in This Together

Social stability is often a prerequisite for economic prosperity. Having been stuck in political bickering for the past few years, Hong Kong's infrastructural and economic development is in danger of failing to meet our needs. As such, the political squabbling must stop. We need to refocus on the economy and ensure Hong Kong remains within the leading pack of global competition.

In an encouraging sign, Chief Executive Carrie Lam attended LegCo's question and answer session immediately after beginning her new role, and tabled measures to strengthen the relationship between the Government and Legislators. It was heartening to see mutual respect and useful dialogue between the CE and legislators. We look forward to more rational sessions in the coming months.

Of course, these early signs do not necessarily imply a long "honeymoon" for the new Administration. Contentious issues, such as co-location arrangements for the high-speed railway, abolishment of the MPF offsetting mechanism, land for housing and tax reform are just some of the "hot potatoes" that the new Administration has inherited.

Maximizing the benefits of the Guangzhou-Shenzhen-Hong Kong Express Rail Link, and eventually Hong Kong's competitiveness, will depend largely on whether the co-location arrangements can be effectively enforced. People are eagerly awaiting a solution, because only with such a mechanism in place can the 26-km Hong Kong section maximize the benefits of being connected directly to the Mainland's high-speed rail network covering 22,000 km of the country.

Co-location boundary controls operate smoothly in many parts of the world, including the Shenzhen Bay area, providing ample models for resolving legal or technical issues.

Unfortunately, the setting up of a co-location boundary control is again being undermined by conspiracy theories. The Government will need to communicate effectively with the public, release valid information and foster public trust in the months ahead to prove to people such an arrangement is in Hong Kong's best interests.

President Xi Jinping stated during his visit to Hong Kong that people should seize the opportunities provided under the national development blueprint. I hope that we can all set aside petty politics and make use of initiatives such as the Belt & Road and the Greater Bay Area to enhance our competitiveness, upgrade our economy and better our living standards for all. 🌸

一地兩檢 機不可失

常言道「和氣生財」，社會和諧是發展經濟的重要基石。近年香港社會政治爭拗無日無之，基建及經濟發展停滯不前。要在全世界競爭中維持領先地位，香港急需停止內耗，並重新聚焦於經濟及民生議題上。

行政長官林鄭月娥強調要修補社會撕裂，甫上任即伸出橄欖枝，到立法會出席答問大會，並提出多項改善行政立法關係的措施。議事堂內氣氛大致良好，特首與議員做到以禮相待，是理性議事的好開始。

當然，新政府開局順利，並不代表有很長的「蜜月期」，因為未來將有多個重大敏感議題有待解決，包括高鐵「一地兩檢」、取消強積金對沖、覓地建屋、稅制改革等，而這些都只是新政府接手處理的「燙手山芋」一小部分。

「一地兩檢」能否落實，是高鐵的效益所在，也是香港能否在鄰近地區競爭中急起直追的重要一環。社會主流意見均希望盡快解決「一地兩檢」問題，因為只有落實有關機制，才能讓香港26公里的高鐵段，與內地超過22,000公里的高鐵網連接起來。

全球有不少地方早已實施「一地兩檢」，例如深圳灣口岸也有行之有效的「一地兩檢」安排，因此有關法律和技術問題，必然有解決的良方。

可是，社會上有部分人以陰謀論看待「一地兩檢」的需要，如何與港人加強溝通、建立互信，以及向公眾澄清不實傳言，力證這項安排符合香港的最佳利益，將是政府未來數月的重要工作。

國家主席習近平於訪港期間引用香港俗語「蘇州過後無艇搭」，寄語香港人要抓緊國家為香港發展提供的難得機遇，集中精力搞建設、謀發展。我期望各界能攜手合作，打破「泛政治化」困局，把握「一帶一路」及「大灣區」發展機遇，共同開拓新的經濟增長點，提升整體競爭力及生活質素。 🌸



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CEO Comments 總裁之見

Seeing Hong Kong Like a Photographer

How does one do justice to an anniversary celebration? Not just any anniversary, but to be precise, the 20th anniversary of Hong Kong's return to Mainland China. After racking our brains, we settled on the idea of telling Hong Kong's story over the last two decades through photos and to do so with the general public's participation. And so, a photo competition entitled "The Wonders of Hong Kong" was launched on 28 March.

By the close of the competition, we received well over 2,000 submissions under the themes "Prosperous Hong Kong" and "Exploring Hong Kong." The stories that were told through the pictures were simultaneously breathtaking, brilliant and imaginative.

Among the 18 winners of "The Wonders of Hong Kong Photo Competition," these included an extraordinary picture taken by a young couple of themselves at night on the top of Kowloon Peak silhouetted against the backdrop of shimmering lights from the bustling city below. In another photo, a student used a drone to take a stunning bird's-eye view of Wah Fu Estate at night. Another winning entry was an image of the annual fireworks at Victoria Harbour, but taken from a little-used vantage point.

It was equally interesting to take a fresh look at Hong Kong through the eyes of visitors especially of daily routines that we so often take for granted. Notable mentions included a close-up photo taken by a Mainland tourist of a Hong Kong specialty, "silk stocking" milk tea, as the beverage was being prepared at one of Hong Kong's iconic *cha chaan tengs*, Lan Fong Yuen, and the transformation of commuters into multiple blurry streaks as they hurried through Central Station in a long exposure shot submitted by a Malaysian visitor.

The sentiment of rediscovering and appreciating the place we call home was encapsulated in remarks by the Director of the Chief Executive's Office, Eric Chan, who was the Guest of Honour at the award ceremony and cocktail reception held at the Chamber on 6 July. He told the 200 guests attending the ceremony that he is an avid photographer, and joked that he wished everyone in Hong Kong had a photographer's mentality, because they look to capture the beauty of everyday scenes.

I have to agree with him that sometimes we forget what a spectacular place Hong Kong is, and focus too much on the negative side, rather than looking at the bigger picture. The photographers all reminded us of what an exciting, beautiful, and above all, diverse, city we live in.

I hope you enjoy the "wonders" of Hong Kong featured in this month's Bulletin. You can find more photos from the evening on our Facebook page, so I hope you can visit it and leave a comment. 🌸

攝影眼看香港

怎樣慶祝周年活動才夠得體呢？準確來說，這不只是一般周年紀念，而是香港回歸中國20周年紀念。我們絞盡腦汁，最終敲定要讓公眾一同參與，透過照片訴說香港過去20年的故事。故此，我們於3月28日正式舉辦「你賞香港」攝影比賽。

比賽截止後，我們收到以「繁榮香港」和「發掘香港」為主題的逾2,000幅作品，當中所述說的故事當然扣人心弦、引人入勝、浮想聯翩。

「你賞香港攝影比賽」18位優勝者當中，作品包括一對年輕情侶夜探飛鵝山頂，以璀璨都市的燈光作背景所拍下的自拍照，構圖唯美亦夠獨特。另外亦有一名學生以航拍機夜拍華富邨的鳥瞰圖。另一幅優勝作品則是從少用的極佳角度拍下維多利亞港煙花匯演。

透過遊客的眼睛重新欣賞香港亦同樣精彩，尤其是一些我們習以為常、認為理所當然的生活。值得一提的作品分別來自一位內地遊客和馬來西亞遊客。他們分別拍下香港其中一家代表性茶餐廳蘭芳園沖調絲襪奶茶的特寫照，以及運用長時間曝光鏡頭捕捉中環站人頭湧湧的模糊寫照。

總商會於7月6日舉行頒獎典禮及酒會，特首辦主任兼當日的主禮嘉賓陳國基致辭時一再提及重新發現和欣賞我們的家園的各種情懷。他向在場的200位賓客說自己是個攝影愛好者，並戲言希望香港所有人都能抱有攝影師捕捉日常美好景象的心態。

我對他的話深表認同。有時候，我們的確忘記了香港的獨特之處，反而過於著眼其負面而非其大環境。一眾拍友提醒了我們是居住在一個何等壯麗、多樣化的城市。

今期《工商月刊》載有攝影比賽的專欄文章，唯盼各位細心「賞」香港。我們的Facebook專頁亦已上載當晚活動的更多照片，歡迎各位一覽照片，留下感想。🌸

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THE WONDERS
OF HONG KONG

「你賞香港」



Celebrating 20 Special Years

EXPLORING HONG KONG – *Hong Kong Entrants*

發掘香港 —— 香港參賽者組別

Lovers Above the Glittering City

by **Tang Ka Wai**

Gold Award: Lovers enjoy a romantic evening with a spectacular view of Kowloon and Hong Kong Island.

INSPIRATION: We had been planning to do a shot like this for some time, so that night we decided to take advantage of the clear sky and headed straight to Kowloon Peak. We scoped out possible views from which to take pictures with the beautiful city in the backdrop, and we got this shot after several tries.

「發掘香港」，由鄧家偉拍攝

金獎：情侶背靠壯觀的九龍及港島景色，共渡浪漫一夜

靈感：我倆一直希望可以拍一張漂亮的合照。當晚我們見到天朗氣清，便馬上直赴飛鵝山頂。我們背對整個市區的夜景構思構圖，幾經嘗試下得出這張合照。

The Chamber celebrated the HKSAR's 20th anniversary on 6 July with a special cocktail reception and an awards presentation ceremony for winners of the Chamber's "The Wonders of Hong Kong Photo Competition." Over 150 members enjoyed an evening of networking while admiring the competition's winning photos and talking with the winners.

"The photos really showcased the spectacular beauty and diversity of Hong Kong, as well as the creativity of local photographers. We are delighted by the quality of the entries, the enthusiastic response that the contest received from students, professional photographers and retirees from Hong Kong, Mainland China and around the world, as well as the positivity the competition has created for Hong Kong's 20th anniversary," said Chamber Chairman Stephen Ng at the ceremony.

Guest of honour Eric Chan, Director of the Chief Executive's Office, said he was very impressed by the fascinating scenes captured by the photographers. "If everyone in Hong Kong can look at the bright side of Hong Kong like a photographer, my job will be much simpler," he said.

Over 2,000 entries were submitted to the competition, and a panel of five professional photographers together with HKGCC, including Allison Chan, Ann Choi and Felix So from the PPAC, Sing Tao Daily Chief Photo Editor Michael Tsui and South China Morning Post Photo Editor Yves Sieur, judged the photos to come up with three Gold Award winners as well as 15 other finalists, who won cash and photography equipment prizes ranging from \$500 to \$8,000.

The Gold Award for the "Prosperous Hong Kong" category went



in Pictures 照出不凡二十載



to “Pearl of the Orient,” featured fireworks over Victoria Harbour, taken by Yip Wai Ho. The 44-year-old, who is a watch photographer, took the shot of the fireworks from the rooftop of a residential building near the Causeway Bay waterfront.

“I was absolutely amazed by the excellent picture that I captured from there, which was better than photos I had taken from other popular spots such as Braemar Hill or the rooftop of the Ocean Terminal,” Yip said. “Hong Kong is truly a beautiful place especially its renowned skyline at night.”

The winning photo in the “Exploring Hong Kong” category was “Lovers Above the Glittering City” taken by 25-year-old student Tang Ka Wai. He said he had been planning a stunning shot with his girlfriend. “That night we decided to take advantage of the clear sky and headed straight to Kowloon Peak. We checked out possible place from where we could take photos with the beautiful city nightscape in the backdrop, and we took this shot of ourselves silhouetted against the view after several tries,” Tang said. “Hong Kong really has a spectacular night view. You need to see it in real life to believe it.”

While most of the winning photos captured night scenes, the gold award winner in the “Exploring Hong Kong” category for Mainland & overseas entrants was a shot of an iconic local drink. Wu Zhi Chao’s “Silk Stocking Milk Tea” featured Hong Kong-style silk stocking milk tea being prepared at a *cha chaan teng* (local diner) in Central. “Silk stocking milk tea is a unique Hong Kong specialty,” Wu said.

Chamber CEO Shirley Yuen thanked everyone who participated in the contest, project partner Professional Photographers Asia Community (PPAC), media partner Headline Daily, sponsors The Wharf (Holdings) Ltd, and Wheelock and Company Limited, as well as prizes sponsor Phottix, and supporting organizations Ocean Park and DCFeveer.com. 🌸



PROSPEROUS HONG KONG – *Hong Kong Entrants*

繁榮香港 —— 香港參賽者組別

Pearl of the Orient

by **Yip Wai Ho**

Gold Award: The brilliant fireworks accentuate the charm of Hong Kong and the Pearl of the Orient definitely deserves her name.

INSPIRATION: There are only a few locations that provide a good vantage point to take excellent shots of fireworks. I was bored with the limited choices, but a relative offered me access to the rooftop of the building where he lives, which was how I was able to get this unique view.

「東方之珠」，由葉偉豪拍攝

金獎：煙花的璀璨突顯香港的魅力。「東方之珠」的銜頭實在實至名歸。

靈感：香港可以拍煙花的地點來去都只有幾個，感覺上已經有點沉悶。後來一位親戚讓我進入他所住大廈天台取景，於是便構思了這幅作品。



Beyond and Below Lion Rock

by **Fong Pak Shing**

Silver Award: Lion Rock photographed from Tai Mo Shan at dawn.

INSPIRATION: Capturing dawn is my favourite hobby. However, you need luck to capture a good sunrise from the top of Tai Mo Shan. It was actually a foggy morning on the day I captured this shot. However, a vast view immediately unfolded when the fog started to dissipate, allowing me to see as far as Lei Yun Mun. It's a clear reminder of how stunning the view is from good vantage points on Tai Mo Shan.

「獅子山上下」，由**方百勝**拍攝

銀獎：黎明時由大帽山向獅子山方向拍攝

靈感：我一向喜歡拍日出照，不過你要因緣際會，方能在大帽山拍到漂亮的日出照。在拍照的那天上午，霧本來很濃。但霧一旦散開後，眼前就出現這麼一幅絕妙美景，天朗氣清下視線可遠及鯉魚門一帶。由大帽山眺望香港景象實在非同凡響。





EXPLORING HONG KONG – *Mainland & Overseas Entrants*
發掘香港 —— 內地及海外參賽者組別

Silk Stocking Milk Tea

by **Wu Zhi Chao**

Gold Award: Hong Kong is where the iconic “Silk Stocking” milk tea originated, so people immediately think of Hong Kong when they hear “Silk Stocking” milk tea!

INSPIRATION: I have visited Hong Kong several times. During my last visit, I happened to have the opportunity to witness the well-known silk stocking milk tea being prepared. I immediately snapped this shot in an instant flash of inspiration.

「絲襪奶茶」，由吳智超拍攝

金獎：絲襪奶茶在香港誕生，非常具有代表性！只要聽到「絲襪奶茶」四個字，第一時間就會讓人們想到香港！

靈感：我此前已經多次來港旅行。最近來港旅遊的時候，正好在中環蘭芳園茶餐廳見到伙計在沖調著名的絲襪奶茶，於是隨手拍下此情此景。





香港總商會在7月6日晚特地舉行雞尾酒會，慶祝香港特別行政區成立二十週年。會上並舉行總商會「你賞香港」攝影比賽頒獎儀式，向優勝者頒發獎項。超過150位會員當晚趁機聯誼暢聚，同時欣賞是晚展出之攝影比賽優勝作品，並與得獎者暢談。

香港總商會主席吳天海在儀式上致辭時表示：「得獎作品成功突顯香港繽紛多變的美態，以及本地拍友的創作力。我們對作品質素之佳，以及來自各界包括海外、中國內地和香港的學生、專業攝影師，以至退休人士等踴躍提交作品，深表鼓舞，而活動亦為香港特區成立二十週年帶來正面迴響。」

行政長官辦公室主任陳國基亦出席儀式，擔任主禮嘉賓。他對各拍友所拍下的美麗景致印象深刻。他說：「如果香港人人都能像拍友般留意香港的美麗一面，我的工作將會比現在輕鬆得多。」

整個比賽總共收到超過2,000份來稿。三名金獎得主及15名最後入圍者獲頒價值500元至8,000元不等的現金及攝影器材獎品。總商會為此特邀五位攝影專家一同參與作品評審，包括來自亞洲專業攝影師協會（PPAC）的陳思詠、蔡少清及蘇文郁、《星島日報》總攝影主任徐健，以及《南華早報》相片編輯Yves Sieur。

「繁榮香港」組別奪魁的作品題為「東方之珠」，以維港煙花夜景為主

題。相片作者為葉偉豪。這位拍友現年44歲，正職為鐘錶攝影。他在銅鑼灣海旁一座住宅大廈的天台，舉機拍下這幅煙花相片。

他說：「我很高興能夠在這裡拍到這麼美麗的相片，這裡拍攝的效果比起在其他熱門地點如寶馬山方向或海運大廈天台更佳。」他續說：「香港的確是個美麗的地方，尤其是它聞名遐邇的夜景。」

「發掘香港」組別奪魁的作品名為「香港璀璨都市與戀人」。相片作者為鄧家偉。這位25歲學生表示，他早已計劃和女友合拍一幅與別不同的合照：「當晚我們見到天朗氣清，便馬上直赴飛鵝山頂。我們背對整個市區的夜景構思構圖，幾經嘗試下得出這張合照。」他表示：「世界著名的香港夜景絕對名實相符，壯觀無限，實在值得親身去感受一下。」

雖然大部分作品均以夜景為題，但「發掘香港」內地及海外組別金獎得獎者的作品卻以著名本地特飲為主題。吳智超的作品「絲襪奶茶」，拍下中環一家茶餐廳沖調港式絲襪奶茶的情況。吳智超說：「我覺得絲襪奶茶是香港無可替代的特色。」

總商會總裁袁莎妮並鳴謝一眾參賽者、協辦夥伴PPAC、媒體夥伴《頭條日報》、贊助商九龍倉集團有限公司及會德豐有限公司、專業攝影禮品贊助商Phottix，以及支持機構海洋公園和DCFever.com。✿



The Surge

by Wong Choon Kit

Silver Award: Central Station during rush hour sees a sea of people surging through the station.

INSPIRATION: I have been a fan of Hong Kong movies since my youth. A friend of mine brought me here to experience the uninterrupted pedestrian flow. I then captured this flow with my camera.

銀獎：「群湧」，由黃俊杰拍攝

中環站下班時刻，人頭湧湧。

靈感：我自小看香港電影長大，有朋友帶我到這裡親身體驗這裡稠密的人流，我於是拍下了這幅照片。



PROSPEROUS HONG KONG – *Hong Kong Entrants* 繁榮香港 —— 香港參賽者組別

Well Fed and Clothed

by **Yip Shiu Kuen**

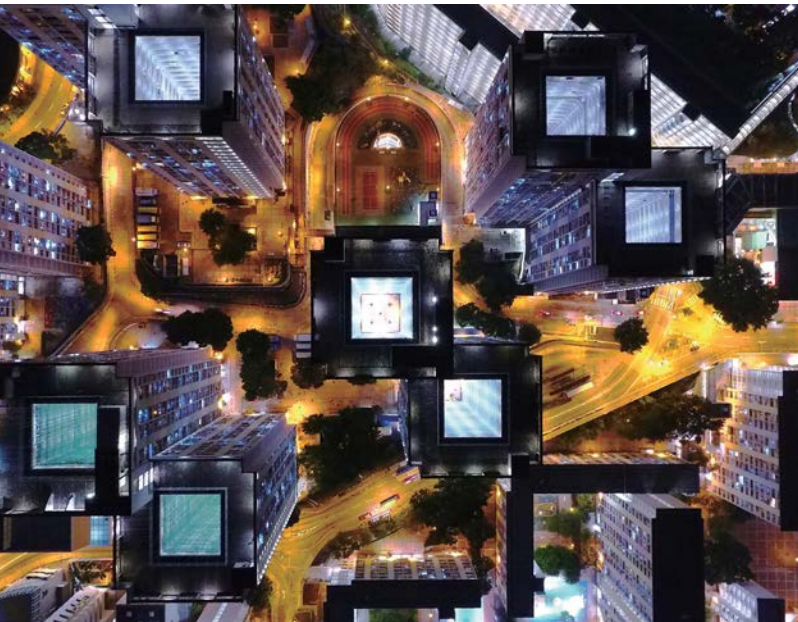
Bronze Award: Prosperity and harmony are the keys to a stable and affluent life.

INSPIRATION: Photography is my hobby. I was passing by this corner and was intrigued by this mix of images and shapes. Unfortunately I wasn't carrying my camera at that time, so I returned on my day off to capture this scene.

「豐衣足食」，由葉少娟拍攝

銅獎：繁榮安定帶來穩定充裕的生活

靈感：我一向喜歡拍照。我有一次行經這個角落，覺得整個構圖很美，但可惜隨身未帶相機。直到某天剛好有空閒時間，便決意帶同相機去拍下這幅照片。



EXPLORING HONG KONG – *Hong Kong Entrants* 發掘香港 —— 香港參賽者組別

Dazzling Lights of Wah Fu by Night

by **Chui Kai Yan**

Bronze Award: Wah Fu Estate from above. The high and low twin towers create a unique and mysterious geometric pattern.

INSPIRATION: Wah Fu Estate was the first Hong Kong housing estate developed in the form of a residential complex. We tried to capture the lights of this estate from a unique angle, so we managed to get this scene using a flying drone looking down from above.

「燈光璀璨華富夜」，由徐佳欣拍攝

銅獎：鳥瞰華富邨。不同大樓高低有致，拼合成一幅獨特及神秘的幾何圖形。

靈感：華富邨是香港第一代以屋邨形式發展和建立的屋苑。為了捕捉華富邨的特色，我和朋友們特地使用航拍機，由獨一無二的鳥瞰角度拍下這幅照片。



EXPLORING HONG KONG – *Mainland & Overseas Entrants* 發掘香港 —— 內地及海外參賽者組別

Above the Clouds

by **Li Qian**

Bronze Award: Hong Kong on top of the world!

INSPIRATION: My friends and I were trying to capture some great scenes from on top of the Peak. Fortunately, we managed to stay put until the clouds dispersed and the peaks of both the IFC and the ICC, the two tallest buildings in Hong Kong, came into view above the clouds, which allowed us to take some good shots.

「衝出雲霄」，由李倩拍攝

銅獎：香港是世界頂尖的城市！

靈感：我和朋友一行人上到山頂嘗試捕捉景色。幸運地我們留待至雲霧散去的一刻，就見到香港最高的兩幢建築，國際金融中心和環球貿易廣場「穿雲」而出，於是便拍下這幅景象。

游泳競賽 Swim for Challenge

A. 黃金一公里泳賽 Golden Kilometre Race

競賽形式：游泳五百米 + 沙灘上競跑 + 游泳五百米

Race Format: 500 M swim + run on beach + 500 M swim

最低捐款額 Minimum Donation: HK\$450

B. 家庭接力賽 Family Relay Race

競賽形式：兩位家庭成員以接力方式參賽

第一位：游泳二百米
第二位：游泳四百米

Race Format: A team of two family members in relay

1st leg: 200 M swim
2nd leg: 400 M swim

最低捐款額 Minimum Donation: HK\$2,500

C. 接力賽 Relay Races

機構 Corporate (4 x 400 M / 4 x 200 M **NEW**)

紀律部隊 Disciplined Force / 校際 School (4 x 400 M)

每隊派四位代表以接力方式參賽，每位代表須完成四百米 / 二百米賽程
(所有接力賽成員必須為所屬機構員工 / 所屬學校學生)

A team of four members in relay. Each member should complete a 400 M / 200 M swim
(All Relay Race participants must be employees / students of respective organisations / schools)

最低捐款額 Minimum Donation:
HK\$35,000 (機構 Corporate / 紀律部隊 Disciplined Force)
HK\$20,000 (校際 School)

D. 領袖邀請賽 Leaders' Lap

競賽形式：游泳二百米

Race Format: 200 M swim

最低捐款額 Minimum Donation: HK\$25,000

歡樂游 (非競賽) Swim for Fun (Not a race!)

每位參加者在指定賽道游一百米。
不計時間，志在參與！歡迎帶埋水泡一齊玩！

Each participant will complete a 100M swim in a designated area. No timing and just for fun!
Bring your favourite floaties!

最低捐款額 Minimum Donation: HK\$450

12歲以下之參加者需由家長 / 監護人陪同下參與，並需額外籌得HK\$450或以上

Participants under 12 years old should be accompanied by parent / guardian during the swim and extra HK\$450 is required to be raised.

* 大會將設有最佳啦啦隊獎，歡迎自攜橫額及邀請同事、家人與朋友到場打氣！

"The Best Cheering Team Award" will be given on the event day. Participants are welcome to bring banners and invite colleagues, families and friends to enjoy the fun-filled day!

* 所有歡樂游及游泳競賽參加者 / 參與機構將於活動後獲發銘謝狀乙張

Certificate of Appreciation will be given to all participants / teams after the event

日期 : 24-9-2017 (星期日)
時間 : 上午9時至下午1時
地點 : 淺水灣泳灘

Date : 24-9-2017 (Sunday)
Time : 9:00 am - 1:00 pm
Venue : Repulse Bay Beach



活動籌劃委員會 Event Organising Committee

主席 Chairman 吳宗權太平紳士 Mr Douglas C K Woo, JP
聯席主席 Co-chairmen 馮裕津先生 Mr Stephen Fung
盧韋柏先生 Mr Weber Lo 彭穎生先生 Mr Victor Pang
孫道弘先生 Mr Stanley Sun 盛凱先生 Mr Jonathan Zeman

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截止報名日期
Deadline for Registration :
1-9-2017

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詳情及報名
Race Details and Registration :

www.commchest.org/swimformillions



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EXPLORING HONG KONG – *Hong Kong Entrants*

發掘香港 —— 香港參賽者組別

Layers of Order

by **Leung Kin Keung**

Silver Award: Layers of high-rises blend into a harmonious picture of nature, much like the relationship that exists between citizens and different classes in Hong Kong.

INSPIRATION: I was trying to take some good shots from the top of Tai Mo Shan. When I was started to come down, sky started to clear and I was lucky enough to capture this very scene as it was unfolding right in front of me.

「層次有序」，由梁建強拍攝

銀獎：不同高低的建築自然而然拼湊成一幅和諧景象，就像香港各居民及階層共生共存。

靈感：我本來打算登上大帽山拍照。在下山回程時，我剛好遇到雲層稍為消散的瞬間，視野馬上開揚起來，於是我便抓緊時機拍下這幅照片。

The winning photos were shown in an exhibition at Admiralty MTR station in July, and Kowloon Tong MTR station from 10 to 13 August.

得獎相片已於7月在金鐘港鐵站展出。下一場展覽將於8月10至13日，在九龍塘港鐵站舉行。





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Honourable Mentions:

優異獎：



Our Victoria Harbour by **Chau Ka Yin**

「我們的維港」，由周家賢拍攝



The Bridge at Night
by **Tong Koon Shan**

「大橋夜色」，由湯觀山拍攝



Kowloon by **Wong Chap Him**

「九龍」，由黃集謙拍攝



Street Signs by **Ho Wing Ka**

「招牌」，由何穎嘉拍攝



Passing Over Mountains, Chasing Dreams by **Li Ka Wai**

「走過高山，追逐那最美的夢」，由李嘉蔚拍攝



Buildings by **Wong Yuk Min**

「樓」，由黃育棉拍攝



Hong Kong Harbour by **Brenden Hiroshi King**

「香港的海港」，由本鄉浩拍攝



Before Sunset
by **Gloria Rodrigues Leao**

「日落之前」，由Gloria Rodrigues Leao拍攝



Dreamy Harbour by **Danny Tsai**

「維港仙境」，由蔡篤恒拍攝







Rocky Tung is the Chamber's Senior Economist.
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Reducing Leverage Serves as Top Priority

Economic growth in the Mainland continued to hold up in the second quarter of this year, on the back of low inflation, and steadier domestic and external markets. The country's GDP expanded by 6.9% YoY in the second quarter, in line with the dynamics in the 1Q2017 (see Chart 1). Consumption expenditure was again the major contributor to growth, representing 4.4% of real GDP growth in the quarter.

Secondary and tertiary industries supported growth

The secondary and tertiary industries were resilient in the first half, while – after a disappointing start in the first quarter mostly because of the carry-over effect – the primary industry gathered some momentum in the second quarter (see Chart 2).

The secondary industry, which is made up of the manufacturing and construction sectors, extended their momentum and registered 12.7% YoY growth in the second quarter. Looking ahead, as suggested by the continuously robust readings of the PMI (i.e. 51.7 in June, extending the streak of expansion to 11 months), manufacturing activities will likely hold up. At the same time, construction activities have also been strengthening in recent months (i.e. floor space that began construction this year went up by 10.6% YoY in the first half, vs. 8.1% YoY in 2016), and would likely remain buoyant given the dynamic real estate sector activities (e.g. value of sold properties increased 21.5% YoY in the first half). On the back of these trends – as well as the fact that the second-

ary industry represented 41.3% of the overall nominal GDP and hired some 223.5 million people in 2016 – we are becoming more convinced that the growth momentum of the overall economy has been improving.

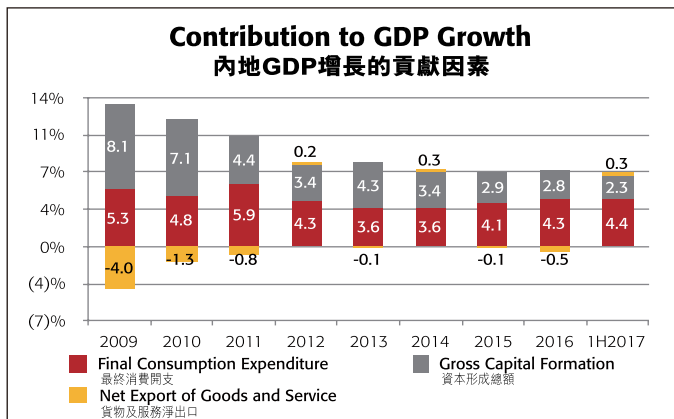
Meanwhile, the tertiary industry continued to serve as a main factor supporting the stabilised economy in the second quarter as it expanded by 11.4% YoY in nominal terms. Propelled by the robust construction activities, the real estate service sector – which represented 12.5% of the tertiary sector and 6.5% of the overall economy in 2016 – led the way as a main growth driver of the economy as it expanded by 12.5% in the second quarter. Transport, storage and post services also accelerated and expanded by 12.6% YoY in the quarter, in part owing to the continuous expansion of e-commerce in the country and, thus, the demand for such services. Such trends should continue as the economy moves forward.

Credit conditions

In spite of the stabilised growth, concerns about the highly leveraged state of the Mainland economy remain. In light of such concerns, the PBoC has adopted hawkish rhetoric and guidelines for the banks, targeting both on- and off- balance sheet lending.¹

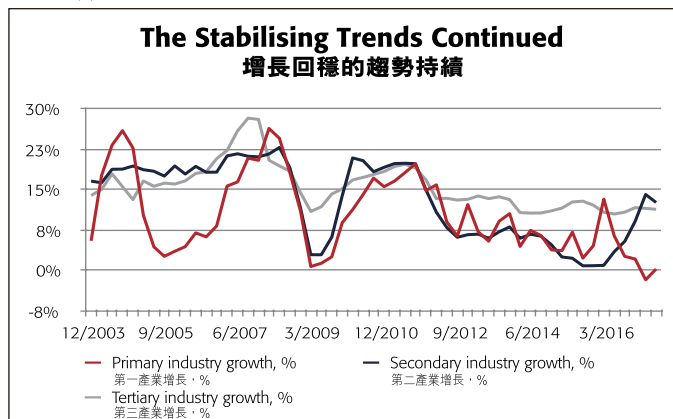
The introduction of measures limiting interbank transactions and investment in wealth management products has, in our view, slowed the velocity of money, as reflected by M2 growth reaching historical lows in two consecutive months (i.e. 9.6% and 9.4% YoY growth in

Chart 1 圖一



Source: CEIC data
資料來源: CEIC數據

Chart 2 圖二



Source: CEIC data
資料來源: CEIC數據

May and June respectively). Nevertheless, while the pace of growth of new bank loans has shown some signs of moderation (i.e. 9.7% YoY in 1H2017 vs. 10.4% in 2016), new aggregate financing added to the economy rose 13.9% YoY in the first half, suggesting that non-bank financing activities have remained robust (see Chart 3). In particular, the growth of trust loans (i.e. +370% YoY) caused concerns in the first half, with market watchers worried that any burst of a bubble related to wealth management products could seriously disrupt the economy.

To address these concerns, at the recently held National Financial Work Conference led by the State Council, both President Xi Jinping and Premier Li Keqiang acknowledged that financial stability and the prevention of financial risks were the key focuses.² The post-meeting communique emphasized strengthening regulations as the main means of avoiding and defusing financial stability risks. It also highlighted the establishment of the Financial Stability and Development Committee under the State Council and which would be chaired by a top policymaker. The communique noted that the Committee was designed for coordination of financial policies to strengthen the accountability of regulators and their imposition of regulations, while President Xi suggested

that it would “curb regulatory arbitrage and tackle regulatory loopholes.”³ Among the other key messages coming out of the Conference, the need to reduce the leverage level of state-owned enterprises was loud and clear, which was said to be required for the deleveraging of the broader economy.

Conclusion

Given the policy direction reaffirmed at the National Financial Work Conference, the Mainland’s monetary policy will likely remain prudent – and may become increasingly so – to ensure that its economic recovery would not be disrupted. We maintain our view that, on the back of a stabilised economy, rejuvenated private sector investment, and a less expansionary position on monetary policies, cost of financing will likely pick up steadily over time [see 1 March Economic Update]. While this has already been hinted at by the rising inter-bank rates (see Chart 4), it would later be confirmed by the disclosure of the “weighted-average lending rate” by the PBoC. ❀

1 People’s Bank of China (14 June)

2 State Council (15 July)

3 State Council

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去槓桿為當前要務

在低通脹及內外市場環境回穩下，內地在2017年第二季的經濟增長持續強勁。GDP於第二季按年擴張6.9%，與2017年第一季的增長一致（見圖1）。消費開支再度成為增長的主要動力，佔季內實質GDP增長4.4%。

第二和第三產業支持增長

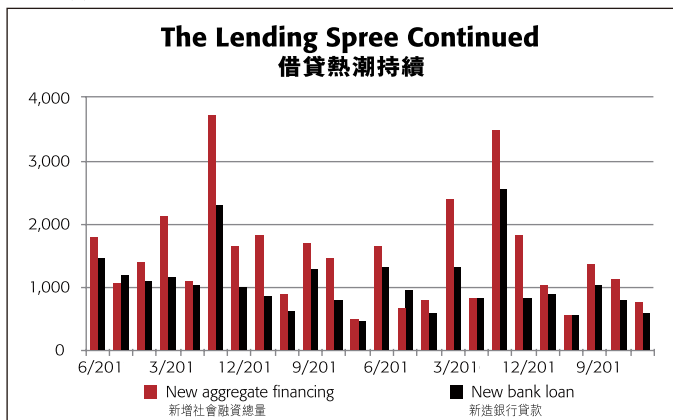
第二和第三產業於上半年反彈，而第一產業主要受到延續效應的影響，導致第一季起步不順，其後亦於第二季勢頭日盛（見圖2）。

由製造和建造業組成的第二產業升勢持續，於第二季按年增長12.7%。展望未來，觀乎採購經理指數維持強健（6月份為51.7，連續11個月上升），製造活動可望靠穩。與此同時，建造活動近月不斷加強（上半年房屋新開工面積按年增長10.6%，相對2016年按年增長8.1%），而房地產活動暢旺（上半年商品房銷售額按年上升21.5%），或帶動有關活動持續向好。在這些趨勢下，加上第二產業於2016年佔整體名義GDP達

我們認為引入措施限制銀行同業交易和對財富管理產品的投資，已有效減低了貨幣的流動性，這可見於M2的增長連續兩個月錄得新低（於5月及6月分別按年僅升9.6%及9.4%）。然而，儘管新造銀行貸款的增速已有放緩的跡象（2017年上半年按年增加9.7%，相對2016年的10.4%），但新增社會融資總量卻於上半年按年增加13.9%，顯示非銀行融資活動維持活躍（見圖3）。當中上半年信託貸款的增長（按年+370%）尤其令人關注，市場觀察員擔心財富管理產品的相關泡沫一旦爆破，會對經濟造成嚴重的損害。

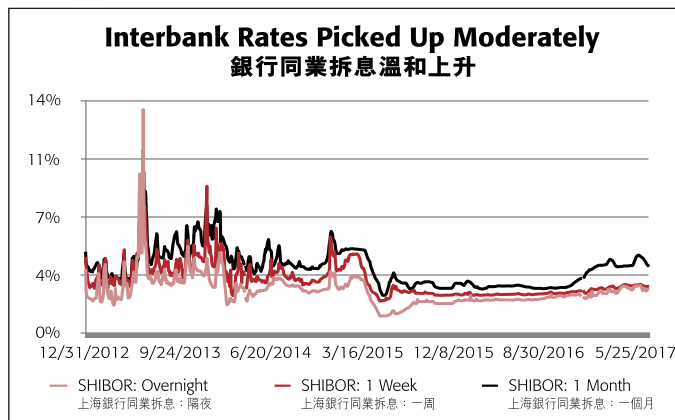
為回應這些關注，習近平主席和李克強總理在國務院近日召開的全國金融工作會議上，表明金融穩定和防控金融風險是工作重點。²會後發表的公報亦強調加強監管是嚴防和化解金融穩定風險的主要手段，還提出在國務院下設立金融穩定發展委員會，並由最高的決策機關直接領導。公報指出，委員會旨在協調金融政策，以強化監管問責和執行，而習主席亦表明會「填補監管的空白和漏洞」。³在會議所帶出的其他重要訊息之中，

Chart3 圖三



Source: CEIC data
資料來源：CEIC數據

Chart4 圖四



Source: CEIC data
資料來源：CEIC數據

41.3%，並僱用約2.235億人，我們更加確信整體經濟增長勢頭正在加強。

同時，第三產業於第二季錄得11.4%的按年名義增長，繼續是支持經濟穩定的主要因素。在蓬勃的建造活動推動下，房地產服務業——在2016年佔第三產業12.5%及整體經濟6.5%——於第二季增長12.5%，成為領先的經濟增長動力。運輸、倉儲和郵政服務亦有所加速，季內按年增長12.6%，部分原因是國內電子商貿持續擴張，市場對有關服務的需求亦然。隨著經濟向前推進，這些趨勢應會持續下去。

信貸環境

儘管內地經濟增長穩定，惟金融市場的高槓桿水平仍然令人憂慮。有見及此，人民銀行發表了鷹派言論和銀行指引，以針對資產負債表內外的貸款。¹

以降低國企槓桿水平的目標最為明確清晰，是更廣泛經濟去槓桿化的所需條件。

結論

從全國金融工作會議所重申的政策方向可見，內地貨幣政策很可能維持和更趨審慎，以確保經濟復蘇不會受到干擾。我們仍然認為，在經濟穩定、私人投資回升及貨幣政策擴張力度減弱下，融資成本或會逐漸穩步上揚[見3月1日發表的《經濟動向》]。這從銀行同業拆息的升勢中已見端倪（見圖4），而稍後將會透過人民銀行所公布的「貸款加權平均利率」得到確認。

1 中國人民銀行（6月14日）
2 國務院（7月15日）
3 國務院

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Supporting Organizations



When one talks about rights that are guaranteed under the Basic Law, one instinctively thinks of individual rights like freedom of speech and freedom of religion. But perhaps it has been overlooked that businesses have rights under the Basic Law too. This article lists five of these rights for businesses.

'Light touch' regulation

Article 5 of the Basic Law states that "...the previous [i.e. pre-handover] capitalist system and way of life shall remain unchanged for

50 years." This is

legal support, if any

was needed, for the

argument that the Government's frequently expressed preference for light touch and "smart" regulation is not just a policy choice, but a legal imperative. Hence, the reason for the Chamber's consistent advocacy for the need for any new proposed regulatory interventions in the market to be rigorously tested through a regulatory impact assessment before they are made (*see this column in the April 2017 issue of The Bulletin*).

Low taxes

Article 108 of the Basic Law essentially requires Hong Kong to maintain its tradition of low taxes. We are pleased to see that the new Administration is honouring this requirement, by proposing to introduce a lower tax rate of 10% for SMEs which we have long been advocating for.

Legal certainty

It is a principle of law in Europe and many other jurisdictions, that individuals and businesses cannot be held liable for breaking a law, when the law was not clear enough for them to know what they had to do to comply. The Court of Final Appeal in *Shum Kwok Sher v HKSAR* made it clear that the same principle applies in Hong Kong.

However, question marks have been raised in Hong Kong as to whether some of our laws observe this principle. For example, in the Competition Ordinance, it is a contravention of the Ordinance for a company with "a substantial degree of market power (SMP)" to "abuse" that power. But no definition is given in the Ordinance for either "SMP" or "abuse." So how can businesses know whether they are compliant? Similarly, an officer of a listed company can be held liable if he/she does not




Five Ways That the Basic Law Protects Your Business

take "reasonable" steps to ensure that inside information is disclosed at the appropriate time. But what constitutes "reasonable" steps seems to be a matter for the judge's discretion.

Protection of Private Property

Article 6 of the Basic Law states that the "HKSAR shall protect the right of private ownership of property." This is elaborated upon in Article 105, which guarantees the right of individuals to the acquisition, use, disposal



基本法 五招 保障營商

and inheritance of their property (apart from when land is compulsorily acquired in the public interest, in which case fair compensation must be paid).

Article 11 of the Basic Law states that no law in Hong Kong shall contravene the Basic Law. Nevertheless, at least two examples of recent regulation – actual or proposed – seem to conflict with this principle: (a) the Competition Ordinance states that if there is an

infringement, the Competition Tribunal may issue an order restraining or prohibiting a person from acquiring, disposing of or otherwise dealing with any property specified in the order; (b) in a recent letter to Legco, the Government has said it is considering (in response to a report by the Competition Commission) requiring fuel companies to grant access to their own privately-owned facilities.

Privacy

Article 29 of the Basic Law states that the homes and other premises of Hong Kong residents are “inviolable.” Article 30 states that the freedom and privacy of communication of Hong Kong residents is guaranteed and that “no department or individual may on any grounds infringe upon the freedom and privacy of communication of residents, except that communication can be inspected to meet the needs of public security or an investigation of a criminal offence.” And yet, under several Hong Kong Ordinances, the authorities have been granted powers to seize documents and devices, including from private homes, to try to establish a breach of the law, even if there is no public security reason or suspected criminal offence. The Securities and Futures Ordinance and Competition Ordinance are examples of this.

The message for businesses is that Hong Kong law enforcement authorities and even the legislation are subject to the Basic Law, and there is no guarantee that law enforcement action and legislation are always compliant with it. While businesses should strive to be compliant, they should also be aware of the constitutional safeguards provided by the Basic Law. ❁

當

提到基本法所保障的權利時，大多數人都會馬上想起言論自由和宗教自由等個人權利。其實大家有時忽略了基本法也有保障商界權益。本文將列出其中五項。

「輕度規管」原則

基本法第5條列明「…原有的〔即回歸前〕資本主義制度和生活方式，五十年不變。」政府經常表明重視輕度及「精明」監管原則不僅是政策上的選擇，在法律上亦是當務之急，基本法第5條就為此提供法律證據。因此，這也是總商會為何一直倡議市場上所有新提出的監管干預在落實前，必須先通過規管影響評估機制的嚴格測試（請參閱2017年4月《工商月刊》的「法律前線」專欄）。

低稅率

基本法第108條訂明香港參照原來實行的低稅政策。新一屆政府履行有關政策，提出將中小企稅率降至百分之十，與我們一向的倡議相符，對此我們感到相當欣慰。

法律確定性

歐洲以及很多司法管轄區的法律都奉行有關原則，即在法律條文不足以讓個人及企業明白該如何守法時，不得被控違法。在岑國社對香港特別行政區一案中，終審法院明確指出香港奉行相同原則。

然而，香港部分法律有否遵守此原則卻成謎。例如，在《競爭條例》中，「具有相當程度市場權勢」的企業「濫用」該權勢即屬違法。可是條例並無定義何謂「具有相當程度市場權勢」及「濫用」，教企業如果得知它們有否符合法律？同樣地，一家上市公司的主任如無採取「合

理」步驟，確保內幕消息於適當時候披露，即屬違法。只是何謂「合理」步驟，只能有賴法官行使酌情權判斷。

保障私有財產

基本法第6條列明「香港特別行政區依法保護私有財產權。」基本法第105條為此作出詮釋，即保護私人財產的取得、使用、處置和繼承的權利（除土地因公眾利益強制收回，亦必須支付公平報酬外）。

基本法第11條亦列明香港的任何法律均不得與基本法相抵觸。然而，最近落實或提出的最少兩項監管似乎與此原則相違背：(a)《競爭條例》規定，違反條例者，競爭事務審裁處可對其發出命令，制止或禁止其取得、處置或以其他方式處理命令指定的任何財產；(b)政府最近去信立法會，稱因應競爭事務委員會的報告，正考慮要求油公司授權讓其進入油公司的自營設施。

隱私

基本法第29條列明香港居民的住宅和其他房屋「不可侵犯」。基本法第30條列明香港居民的通訊自由和通訊秘密受法律的保護，「除因公共安全和追查刑事犯罪的需要，由有關機關依照法律程序對通訊進行檢查外，任何部門或個人不得以任何理由侵犯居民的通訊自由和通訊秘密。」然而，根據若干香港條例，有關機關被賦權在即使未有公共安全和追查刑事犯罪的需要下，亦可自包括私人住宅充公文件及入侵裝置，以確立違法證據。《證券及期貨條例》以及《競爭條例》正是云云例子之一二。

提醒各企業：香港的執法以至立法機關均須遵守基本法，但執法及立法時卻不一定守法。企業理應遵守基本法，但同時亦需多加留意基本法下的憲法保障。✿

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For an Ivory Trade Ban

Mainland China will ban the ivory trade by the end of 2017, one of the outcomes of a historic meeting between Presidents Xi Jinping and Barack Obama in September 2015, where they also agreed to collaborate on the battle against climate change.

Since then, Mainland China has powered on with initiatives on reducing pollution and reversing climate change. The country is now leading in several types of environmental businesses, from OFO, the world's biggest bike sharing platform, to a booming green bonds market. Mainland China's speed of change is remarkable and is both an inspiration and an opportunity for Hong Kong.

Following suit, in January 2016, the Hong Kong government also announced a ban on the ivory trade, and the bill is currently before the Legislative Council waiting to be passed. Unfortunately, legislative changes take a long time to implement in Hong Kong and time is running out for elephants.

Save the elephants and human lives

The main reason for banning the ivory trade is that it is driving elephants to extinction. Each year, at least 20,000 elephants are poached and killed, and with just over 400,000 elephants left in the wild, the species might be extinct in a couple of decades. In addition, more than 1,000 rangers have been killed in the last decade protecting elephants and other wildlife. The ivory trade is not just driving elephants to extinction, it is killing people too.

Popular support for a ban on the ivory trade is widespread, including over 70% of people in Mainland China according to research by National Geographic and GlobeScan. WWF research also shows that a large number of Hong Kong people supports the ban. This could be seen in the 91,643 signatures collected by the WWF on a petition supporting the ban delivered to then Chief Executive CY Leung last year. In general, Hong Kong people do not buy ivory anymore. Purchases are made instead by tourists who cannot legally transport the ivory back to their own country.

Save Hong Kong too!

The ivory trade is bad for Hong Kong's reputation. Our city is known for boasting an efficient, forward-looking and clean business environment. Sadly, it is also the global center of the partly illegal and illicit ivory trade.

This was proven again by a seizure on 6 July by the Customs department of a record 7.2 tons of illegal ivory at the Hong Kong harbor, which was 1.5 times more than the total illicit ivory seized in the past three and a half years combined.

The ivory ban has been supported by the vast majority of countries, and in recent years the U.S. and Mainland China have agreed to implement the ban. The HKSAR Government has not yet been able to do the same. Hong Kong has approximately 350 licensed ivory traders that sell ivory, often along with Chinese antiques. These traders are demanding compensation for the ban on ivory, which the Government is refusing for the following reasons:

- As early as 1990, the Government announced that the ivory trade would be banned in due time, but would allow the traders to finish selling their existing stockpiles of ivory domestically. During this 27-year period, their stock has remained level for a long time, suggesting that illegal importing of ivory has been taking place.
- The 2016 announcement of the legislation that allows for a phasing-out period of five years will only go into effect in 2021.
- The Government is offering a retraining program for ivory carving craftsmen. It is important to note that Mainland China is encouraging carvers to use other materials following the ivory ban, and also invited some carvers to keep their craftsmanship alive via written, audio and video records.

Nowhere in the world have governments provided compensation for ivory traders when a ban was implemented, as there is sufficient time to adapt to a changing business reality. Examples of compensation in other places have showed that it incentivizes the trade and would lead to more killing of elephants. Experts from organizations like the WWF argue that compensation is neither fair nor effective. Therefore, the HKSAR Government refuses to appropriate taxpayers' money for compensation and has told LegCo that it will withdraw the law if compensation is required.

Therefore, banning the ivory trade is a topic which aligns the interests of Hong Kong society, its business community and its Government with Mainland China's wildlife laws. It is good for business, it is better for society and above all, its purpose is to save the elephants. 🌿



Wander Meijer, Director Asia Pacific, GlobeScan
GlobeScan亞太區總監 Wander Meijer

中 國內地將於2017年底禁止象牙貿易，這是習近平主席與奧巴馬總統於2015年9月進行歷史性會面後的一個結果，而兩國亦同意合力對抗氣候變化。

從那時起，中國內地先後推出連串措施，以期減少污染和扭轉氣候變化。國家現正牽頭推動環保業務的發展，從全球最大的共享單車平台——OFO小黃車，以至發展蓬勃的綠色債券市場，可見一斑。中國內地改變之快實在令人驚訝，並為香港帶來了啟示和機遇。

2016年1月，香港政府亦效法內地，宣布禁止象牙貿易，而有關法案現時有待立法會通過。然而，立法修訂在港落實需時，大象的性命正危在旦夕。

救救大象和人類

禁止象牙貿易的主要原因，是有關貿易正把大象推向絕種。每年至少有20,000隻大象被盜獵和殺害，現僅餘下40多萬隻野生大象，可能在數十年內滅絕。另外，過去十年有超過1,000名護林員因保護大象和其他野生動物而被殺。象牙貿易不但把大象推向滅亡，更造成人命損失。

根據國家地理和GlobeScan的研究，禁止象牙貿易已獲得廣泛民眾的支持，包括逾七成內地人。世界自然基金會（WWF）的研究亦顯示，許多港人支持禁令，這可見於去年WWF發起聯署支持禁令而向時任行政長官梁振英提交的91,643個簽名。一般來說，港人都不会再購買象牙，買家往往是無法合法地把象牙運回本國的遊客。

救救香港！

象牙貿易損害香港的名聲。我們的城市素以高效、前瞻和廉潔的商業環境而自豪。不過，從海關於7月6日在港口檢獲破紀錄的7.2噸走私象牙為過去三年半所檢獲走私象牙總數的1.5倍，足以證明本港亦是半非法象牙貿易的全球樞紐。

象牙禁令受到大多數國家的支持。近年，美國和中國內地已同意實施禁令，惟香港特區政府仍未能採取同樣的措施。現時

本港約有350個持牌象牙商，他們售賣象牙之餘，通常亦會兼售中國古董。這些商人正就象牙禁令提出索償，而政府的拒絕理由如下：

- 早於1990年，政府已宣布將於適當時候禁止象牙貿易，但會容許商人繼續在港出售現有的象牙庫存。在這27年間，他們的庫存長期維持不變，顯示有非法象牙流入本港。
- 2016年，當局宣布啟動立法程序，逐步淘汰象牙貿易，而有關的五年寬限期將要到2021年才屆滿。
- 政府現正為象牙工匠提供再培訓。值得注意的是，中國內地正鼓勵工匠於象牙禁令生效後轉用其他材料，並邀請部分工匠透過文字、聲音和影像紀錄，把他們的手藝保存下來。

各地政府均未有就實施禁令而向象牙商人作出賠償，因為他們已有充分時間適應現實商業環境轉變。其他地方的個案已顯示，賠償只會鼓吹象牙貿易，導致更多大象被獵殺。來自WWF等機構的專家認為，賠償既不公平，亦無效用。因此，香港特區政府拒絕用納稅人的錢賠償象牙商人，並已向立法會表明，如需作出賠償，則會撤回立法。

因此，禁止象牙貿易這一議題使香港社會、商界及政府的利益，與中國內地的野生動物保護法例配合一致，對商界和社會皆有好處，最重要的還是能夠拯救大象。✿

GlobeScan is an evidence-led strategy consultancy focused on stakeholder intelligence and engagement. We partner with business to meet strategic objectives across reputation, sustainability and purpose.

GlobeScan是以證據為本的策略顧問公司，重視持分者的情報和參與。我們與企業合力實踐與聲譽、可持續發展和商業目的相關的策略目標。



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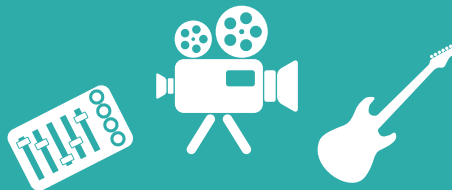
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SME Financing-Trends and Opportunities

中小企融資——趨勢與機遇

In Hong Kong, SMEs make up over 98% of businesses. While they rely very much on traditional financing channels, such as loans from banks and financial institutions for financing, the lack of traditional collateral such as property is a major obstacle for SMEs.

Fortunately in recent years, changing collateral requirements and advances in technology have given rise to new financing platforms, as well as more opportunities.



While the Hong Kong Government provides guaranteed loan schemes, these schemes are often time-consuming when it comes to filing applications. Most SMEs do not have the extra manpower to handle the application process.



The first challenge SMEs often face when trying to secure loans and other forms of financing is a requirement to provide collateral.

“Backing by fixed assets is still the most preferred form of collateral by banks today, otherwise you need to build up a good relationship with your financing institution over a longer period of time before you can secure your line of credit,” said Roy Ng, Chairman of the

Chamber’s SME Committee, and Chairman and CEO of Star Lite (HK) Ltd.

In recent years, SMEs have increasingly turned to so-called tier-two banks and financial institutions to secure loans. Welcoming the trend, Ng said that this is still mostly considered as a secondary option by SMEs.

“These institutions tend to evaluate and process loan applications faster. However, they often charge a higher interest. Therefore they are still mostly considered as lenders of last resort. Companies will come to them mainly in an emergency,” he added.

While the Hong Kong Government provides guaranteed loan schemes, Ng said that these schemes are often time-consuming when it comes to filing applications. Most SMEs, some of which only have one or a few employees, do not have the extra manpower to handle the application process.

“However, there are some welcome signs of change emerging. In a recent SME Committee meeting at the Chamber, a representative of the Hong Kong Mortgage Corporation (HKMC) said that the application process has been significantly streamlined,” he said.

“Not only has the application process become simpler, even the success rate of applications has risen. Over 90% of applications now are approved,” added Ng.

Other positive signs include an increase in unsecured loan channels and advances in technology which have widened the range of financing options, said Gerry Ma, a member of the SME Committee, and Managing Director of Dining Plus Ltd.

“In recent decades, more unsecured financing channels have emerged. Banks are now more open in evaluating financing applications as they now understand the SME business model better,” said Ma. “For example, any retailer with a solid track record should not have much problem in securing a loan of one or two million dollars. Of course this has to be backed up by a personal guarantee.”



In 1999, Ma was running an online commercial lending service, so he has first-hand experience in harnessing technology to provide financing. With the emergence of fintech, Ma said that financing applicants can now leverage online information for better terms.

“Technological advances have resulted in more options for SMEs. During this decade, financing applicants after conducting evaluations of their accounts receivable has become more popular. Financial institutions may now process standardized information at the backend and rank applicants through scoring cards,” said Ma.

“One emerging option is P2P lending where individual lenders can evaluate borrowers’ credit worthiness through information available on an online platform. However, this mechanism is still not available in Hong Kong due to our banking regulations,” said Ma.

Echoing a similar opinion, Jackey Chu, Managing Director of Bibby Financial Services (Asia) Ltd, said that technology is bringing about more opportunities for financiers to widen their markets.

“The competition is fierce since all the banks and many financiers are now active in the SME market. But there are still SMEs that have had difficulties in obtaining finance. That’s why fintech and P2P lending have been growing rapidly during these years,” said Chu. “The market diversification actually helps to maximise the potential instead of reducing the market shares, so we are not competing on the same battlefield.”

“On the other hand, it encourages and inspires us to understand better what our clients or potential clients need, and where we can improve and innovate to cope with the changes. There is how we see opportunities,” Chu added. ✿

How SMEs can save money and boost transparency for **International Supplier Payments**

節省成本 提高透明度 中小企的理想國際支付方案



International payments can be complex, and transparency is essential for efficiency, especially for SMEs. American Express can help SMEs have better control and visibility over their international payments while significantly reducing their administrative costs.

Hong Kong SMEs conduct a large proportion of business outside of Hong Kong. With a high number of foreign currency transactions, it can be difficult and time-consuming for business to deal with all the administrative and regulatory hurdles.

“Traditional banking methods mean high handling charges and lots of paper work. There are options in the market to help SMEs reduce costs,” said Professor Raymond So Wai-man, Dean of the

School of Continuing Education at the Hong Kong Baptist University.

Advanced payment solutions improve not only cost efficiency, but also streamline the administrative efforts for companies. This is especially important for SMEs when they are relatively having tighter resources and manpower — but so far Hong Kong SMEs are hanging onto their old ways.

Lack of flexibility and transparency hinders cash flow

American Express commissioned East & Partners to conduct a survey of Hong Kong business on their cross border payment practices to Mainland China suppliers. The survey, titled “Navigating China’s Cross-Border Payments”*,

國際支付服務的流程十分複雜，而提高開支透明度則是提升效率的關鍵，對中小企尤其重要。美國運通可助中小企處理跨境貨款時提高管控及透明度，並可減低行政成本。

不少香港中小企經營海外業務，往往需要以不同貨幣進行大量交易。外幣結算以人手處理，當中涉及的行政及規管問題費時失事，加重公司行政負擔。

香港浸會大學持續教育學院院長蘇偉文表示：「銀行提供的傳統支付服務，涉及高昂手續費和大量文書處理。現在市場上已有其他更佳選擇，可助中小企節省成本。」

事實上，先進的支付方案不單可提高成本效益，更可為公司簡化行政工作，對資源人手緊絀的中小企甚為重要。可惜，很多中小企仍然傾向使用傳統的支付方式，抗拒轉變。

缺乏彈性及透明度，影響公司現金流

美國運通早前委託East & Partners進行了一項問卷調查*以了解香港企業於支付中國大陸

found that companies are still clinging to traditional payment methods for cross-border transactions, with telegraphic transfers (89%), cheques (67%) and bankers draft (61%) being most popular.

The lack of flexibility and transparency of these traditional payments can hinder a company's cash flow. There are alternatives in the market readily available to solve these problems for SMEs – such as digitized commercial payment solutions.

“There's a generational hand-over occurring in Hong Kong SMEs, and the younger generation taking over these businesses can see right away that cheques or wire transfers are not the most efficient way to make payments,” said Professor So. “They know that electronic payments drive transparency and better enable regulatory compliance; and they're more efficient.”

Better control and visibility brings efficiency and savings

The ‘Navigating China's Cross-Border Payments’ survey found that almost 64% of SMEs still use manual communication methods such as fax and hard copy invoices in the payment approval process, while larger companies are rapidly embracing more technologically advanced internet-based payment solutions.

A global commercial payment service provider like American Express, can give SMEs better control and visibility over their international payments.

“In fact, there are already alternative payment solutions available to SMEs. Working with American Express, SMEs can get even greater advantages by tapping into our global network and unparalleled product solutions,” said Mr. Stephen Pendergast, Vice President and General Manager of Global Commercial Payments for Hong Kong and Taiwan at American Express.

PRIMARY METHODS BEING USED IN TRADE WITH MAINLAND CHINA*

香港企業於支付中國大陸供應商時的付款習慣*

TELEGRAPHIC TRANSFERS 電匯

89%

CHEQUES 支票

67%

BANKERS DRAFT 銀行匯票

61%

“American Express offers a robust suite of international payment solutions that allows companies to save on expensive foreign exchange charges, and gain greater savings for their businesses when making regular payments to overseas suppliers.” continued Mr. Pendergast.

供應商時的付款習慣。結果顯示公司進行跨境交易時傾向採用傳統的支付方案，其中最常用的是電匯（89%）、支票（67%）及銀行匯票（61%）。這類傳統的支付方式缺乏彈性及透明度，會影響公司的現金流。市場上早已有電子化商業支付方案等選擇，可助中小企解決這些問題。

蘇教授指出：「近年本地中小企的第二代開始接手管理公司業務，這班年輕的掌舵人深明傳統的支付方案如支票或電匯等皆已落伍，他們明白電子支付方式可提高透明度，而且更有助於規管，最重要是可提高效率。」

更佳管控及透明度，提高效率、節省成本

根據上述的調查報告顯示，大約64%的中小企在處理支付批核過程時，仍然採用傳真或郵寄等人工通訊方式，而較大型的公司則多選用網上支付方案。

作為領先的環球支付服務供應商，美國運通提供全面的方案以協助中小企提升開支管控及透明度，克服國際支付所帶來的挑戰。

美國運通副總裁兼環球商業支付業務部香港及台灣區總經理彭德豐先生(Mr. Stephen Pendergast)表示：「市場上已有不少迎合中小企需求的支付工具。以美國運通為例，中小企可借助我們的全球網絡及優越的產品方案，進一步增強業務優勢。其中，我們的國際支付方案可讓中小企直接以外幣支付供應商，節省了滙率兌換開支及手續費，進一步減低業務成本。」

“American Express offers a robust suite of international payment solutions that allows companies to save on expensive foreign exchange charges, and gain greater savings for their businesses when making regular payments to overseas suppliers.”

「我們的國際支付方案可讓中小企直接以外幣支付供應商，節省了滙率兌換開支及手續費，進一步減低業務成本。」



Stephen Pendergast, American Express
美國運通 彭德豐先生

*The ‘Navigating China's Cross-Border Payments’ survey was executed for American Express International, Inc. in Hong Kong by East & Partners Asia. The survey, included in-person or over-the-telephone interviews, was conducted in December 2016 with 454 Hong Kong enterprises with annual revenues between US\$2 million to \$120 million.

*是次調查由美國運通委託East & Partners Asia進行。調查於2016年12月展開，以面訪及電話訪問形式訪問了454間香港本地公司，其年度收益介乎200萬至1.2億美元。

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中 小企佔全港企業超過九成八。它們非常依賴傳統渠道如銀行和金融機構貸款來進行融資，不過這些企業通常缺乏傳統抵押品如物業，這項要求對它們而言是一大障礙。

可幸近年隨著抵押要求轉變，加上科技進步，新融資平台隨之興起，帶來了更多機遇。

中小企在融資借貸過程中面對的首個挑戰，往往是提供抵押的要求。



雖然港府設有中小企信貸保證計劃，
但申請手續往往需時，
而大部分中小企人手有限，
難以撥出額外人手處理申請。



總商會中小企委員會主席及暉星（香港）有限公司主席兼行政總裁伍俊達指：「銀行今天依然傾向以固定資產作為抵押，否則如你要成功貸款，就得先與你的財務機構建立長期的良好合作關係。」

近年，二線銀行及金融機構日漸成為中小企進行所需融資的另一途徑，對此伍俊達表示歡迎，但他亦指大部分中小企依然只視之為次選。

他說：「這些機構評估及處理貸款申請速度較快，但利息也會較高。故此，它們大多被視為最後選擇。企業通常只在迫不得已時才會找它們。」

雖然港府設有中小企信貸保證計劃，但伍俊達指申請手續往

往需時，而大部分中小企人手有限，有些更只有寥寥一至數人在職，難以撥出額外人手處理申請。

伍俊達說：「不過，我們近來欣見有改善的趨勢。在總商會最近一次的中小企業委員會會議上，香港按揭證券有限公司的代表指申請手續已大為簡化。」

他又說：「除了簡化申請手續，個案成功率亦有所提高，超過九成的申請都獲接納。」

中小企委員會成員及嘉饒有限公司執行董事馬桂榕亦指出，其他正面的趨勢包括無抵押貸款渠道正在增加，加上科技演進，擴闊了融資選擇。

「近數十年來，無抵押貸款渠道愈來愈多。隨著銀行對中小企的商業模式有更深入的了解，它們對審核貸款申請的態度也較前開放。」他說：「例如任何紀錄良好的零售商，申請數額一二百萬左右的貸款應不成問題。當然，他們還得出具個人擔保。」

早在1999年，馬桂榕已從事網上商業貸款服務，對使用科技改革融資服務經驗充足。他指在金融科技大行其道下，融資申請者現可善用網上資訊來爭取更佳條件。

馬桂榕解釋：「科技進步讓中小企有更多選擇。近十年來，根據申請人的應收賬情況來審核貸款的做法已愈趨普遍。金融機構現可在後端處理所有標準化數據，再根據評分表對申請人作出評級。」

他續說：「近日盛行的方案之一，是個人對個人貸款（P2P）。個別貸款人可通過網絡平台，評估借貸人的信用狀況。不過，在現有的銀行規管下，香港暫時未有類似的機制。」

畢爾比金融（亞洲）有限公司董事總經理朱國金亦和應指，科技演進正為融資提供者帶來更多的機會，開拓更大的市場。

他表示：「當所有銀行及許多融資服務商皆在爭取中小企市場時，競爭無疑會非常激烈。然而，部分中小企仍然面對融資困難，這也是近年金融科技和P2P服務迅速增長的原因。市場多元化有助發揮最大潛力，而非縮小市場份額，故此我們並不是在同一戰場上競爭。」

他補充：「另一方面，這些趨勢亦可鼓勵及促使我們更深入地了解客戶或潛在客戶所需，讓我們與時並進，保持創新。這也是未來機遇所在。」



■ Jackey Chu, Managing Director of
Bibby Financial Services (Asia) Ltd
畢爾比金融(亞洲)有限公司
董事總經理朱國金

FACTORING 應收帳融資

Unleash the Cash Flow Potential of Invoices
讓發票轉化為現金流

“Nowadays, offering 30 to 90 days credit terms to customers is very common when doing business. However, cash flow cycle would be slowed down if your customer failed to settle payment on time or during the peak season. The cash flow pressure may hold your business back or even the daily operation would be affected.” Jackey Chu, Managing Director of Bibby Financial Services (Asia) Ltd (BFS Asia) commented. “Factoring is the solution. SMEs can make use of their outstanding invoices for cash advance in order to bridge up the gap of invoicing and payment. Credit insurance is also provided to protect SMEs from bad debt. So that they can focus on growing their business.”

Collateral-free solution tailored for SMEs in different sectors

Factoring is known as a type of receivable financing which helps to release cash flow tied up in outstanding invoices. Apart from getting instant cash advance, full factoring services also include credit insurance to cover your trade risks, and accounts receivable management with credit control and collection services.

Traditionally, factoring is considered a financial solution for businesses engaged in export trade, like toy, garment, watch & clock...etc, to raise working capital for raw materials, production, new project investment and routine expenses. However, seeing the rise of various business service sectors, BFS Asia has modified and expanded factoring to cater these sectors' financial needs.

“SMEs in business service sector, such as manpower supply and logistics are usually lack of tangible asset as collateral for obtaining facility line from banks or other financiers.” said Jackey Chu, “But factoring does not require any collateral. SMEs with good quality debtors and proven sector experience are welcomed to apply for factoring line. With a better cash flow position, SMEs can grow their business ambitiously.”

「今時今日做生意，難免要提供除帳期給買家或客戶，通常30至90日不等。如果正值生意高峰期，又或不幸遇上客戶拖數，很容易導致資金回籠變慢，讓現金流受壓，影響公司發展，甚至日常營運。」畢爾比金融(亞洲)有限公司董事總經理朱國金指出：「應收帳融資就正解決了這個問題，中小企只需提交有效發票即可套取資金，大大縮短資金回籠的時間，加上信用保險可保障客戶壞帳的風險，讓中小企可安心專注業務上的發展。」

無抵押融資 為中小企度身訂造行業方案

應收帳融資，又稱保理，中小企可利用有效的發票套取資金，保持充裕的現金流作為營運資金和拓展業務的成本，全面推動業務發展。應收帳融資更提供信用保險以保障貿易風險，以及應收帳管理服務，由專人監察客戶付款記錄，並代理催收到期發票。

應收帳融資一般適合從事出口貿易的企業，包括玩具、製衣、鐘錶等等，以應付購入原材料、廠房生產、新項目投資以至日常營運等開銷。然而，有見近年各個企業服務行業興起，畢爾比金融積極革新服務，把應收帳融資的客戶群拓展至企業服務業。

「從事企業服務業，如人力資源供應或物流等的中小企，普遍缺乏資產作為向銀行或財務機構的抵押，較難獲取資金以擴充業務。」朱國金表示：「應收帳融資無需任何抵押，中小企只要有良好信譽的客戶，並有一定的行業經驗，我們便可審批開戶，希望幫助各行業的中小企改善現金流，讓生意越做越大。」

How Factoring Works? 應收帳融資如何運作？



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Over a Century of Tradition

Combining tradition with innovation, Eu Yan Sang has managed to remain one of the most well-known household brands in Southeast Asia and Hong Kong as a leader in traditional Chinese medicine (TCM) even after over a century.

The story of Eu Yan Sang dates back to 1873, when Eu Kong left his hometown of Foshan in southern China to seek his fortune in Malaysia. He then became a tin miner near the town of Ipoh in Perak, Malaysia.

At that time, many Chinese migrant workers there were addicted to opium. Their misery motivated Eu Kong to try to cure their addiction by dispensing Chinese medicine and herbal products.

“Many Chinese laborers in town at that time had sunk deeply into this vicious circle of opium addiction and many never managed to kick the habit. Feeling compelled to find a solution, my great-grandfather decided to launch his first shop, Yan Sang, in 1879 in Gopeng, Perak, Malaysia,” said Richard Eu, Eu Kong’s great-grandson and the company’s Group CEO, at a Chamber Entrepreneurial Series seminar on July 12.

Since its launch, Eu’s family has followed their forebear Eu Kong’s philosophy of “Yan Chak Chong San,” or “helping all lives through kindness.”

“This philosophy drives the operation of the company. Our family abides closely by this value,” said Eu.

Richard Eu said that his mission is to make sure that Eu Yan Sang continues to “stay relevant” to modern customers – not just the older generations – such as the post-2000 generation.

余義明表示，他的使命是要確保余仁生繼續緊貼現代顧客的步伐，致力滿足老一輩以至2000年後出生的千禧世代的需求。

“We never cheat our customers, and only use the best materials in making our products,” he added.

After having inherited the brand from Eu Kong in the early 20th century, Eu Tong Sen, Richard Eu’s grandfather, expanded the company throughout Malaysia, Singapore and Hong Kong in the early 1910s. In addition to working in the family’s tin business, Eu Tong Sen set up Chinese medicine shops for workers.

By the 1920s, the Eu Yan Sang brand was already firmly established as a household name throughout Hong Kong and Southeast Asia. It is a status that the brand has maintained to the present day.

Proudly displaying the century-old antique Eu Yan Sang signboard, which has been passed down directly from generation to generation, Eu proudly stated that their Hong Kong operation is now over a century old.

Having been in charge of the group since 1989, Eu said that his mission is to make sure that Eu Yan Sang continues to “stay relevant” to modern customers – not just the older generations – such as the post-2000 generation.



“If we don’t do so, at the end of the day we will be considered outsiders,” Eu said.

While TCM is regarded as a “sunset industry,” Eu said that the group has tried to improve their products using updated scientific research and refurbish its retail stores to provide a more enjoyable shopping experience. The group has been modernizing its packaging, especially for Chinese medicine products, to make them more appealing to modern customers.

Headquartered in Singapore, Eu said that the group has managed to maintain its position as one of the top companies in Singapore.

The group owns the largest TCM clinic network in Singapore. It also operates clinics in Hong Kong, Malaysia and Shanghai.

The group has also invested in improving customer service. To facilitate better patient information sharing, Eu said that Eu Yan Sang’s TCM clinic network is equipped with a proprietary patient information network. Modelled on Western-style medical counterparts, the system enables better patient follow-up and service. ❀



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余仁生



Eu Yan Sang



世紀老店細說從頭

余仁生結合超過一個世紀的傳統與創新，一直是東南亞及香港最著名品牌之一，在傳統中醫藥行業領導群倫。

余仁生的由來可以追溯到1873年。當年余廣離開中國華南的家鄉佛山赴馬來西亞謀生，其後定居大馬霹靂州怡保市，並以採錫為業。

當時，不少在當地工作的中國勞工皆不幸染上鴉片癮。余廣見到他們的苦況，遂決意為他們處方優質中草藥，以緩解他們的毒癮。

余廣的曾孫余義明，是余仁生集團行政總裁。他在總商會7月12日舉行的企業家系列講座細說從頭：「當年城內不少中國勞工，皆服食鴉片上癮，當中不少人根本無法擺脫毒癮。在1879年，曾祖父為了找到解決良方，在大馬霹靂州務邊市開設了第一家藥店。」

由公司草創開始，余氏家族上下皆堅守余廣所定下的宗旨，就是要「仁澤眾生」。

余義明說：「這項宗旨是公司業務的支柱。我們全家上下皆緊遵這個教誨。」

他又指：「我們只會採用最優質的材料製造產品，絕不欺瞞顧客。」

在20世紀初，余義明的祖父余東旋從余廣手上繼承家業。他在1910年代初把業務擴展至馬來西亞、新加坡及香港。余東旋除了經營家族採錫業務，同時亦設立中藥店服務屬下工人。

1920年代，余仁生已成功立足香港及東南亞，成為家傳戶曉的品牌。這個崇高地位成功維持至今時今日。

余義明自豪地展示已有一百年歷史的余仁生招牌。這個招牌在家族內代代相

傳。他表示香港業務亦已為時超過一個世紀，並對此引以為傲。

余義明由1989年起掌管集團。他表示，他的使命是要確保余仁生繼續緊貼現代顧客的步伐，致力滿足老一輩以至2000年後出生的千禧世代的需求。

余義明強調：「如果我們不這樣做，最終只會被視為不入流。」

雖然傳統中醫藥被視為「夕陽行業」，但余義明表示集團正嘗試通過扎實的科研，力求革新旗下的產品，並會翻新全線零售店，為客戶提供更佳的購物體驗。另外，集團亦更新產品包裝以吸引時下顧客，當中尤其著重更新中藥產品包裝。

集團現以新加坡為總部。余義明指，公司依然躋身最具規模新加坡企業之列。

集團擁有新加坡最大規模的傳統中醫藥診所網絡，同時亦在香港、大馬及上海開設診所。

集團亦著力改善顧客服務。余義明透露，余仁生屬下的中醫藥診所亦配置了專有的病人資訊網絡，以促進病人資訊分享。這套系統參照西醫服務模式而制定，旨在改善病人的跟進及相關服務。✿





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• Reach Hong Kong's Business Community

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 born optimist. The Bulletin's Editor Malcolm Alexander speaks with him about Hong Kong's prospects, and getting the community and our economy back on track.

本報新任主席吳志強先生接受本報專訪，以下為訪問摘要內容。

The Bulletin: Congratulations on being elected Chairman of the Hong Kong General Chamber of Commerce.

Ng: It will be a great privilege to be the Chairman of the Chamber. I have been a member of the Chamber since 1980. I have been involved in many of its projects and have been proud to have been part of its success. I will continue to work with the Chamber to promote the interests of our members and the wider community.

The Bulletin: How do you see the Chamber's role in the current economic environment?

Ng: The Chamber's role is to represent the interests of our members and to provide them with the support and services they need to succeed. We will continue to work with the Government and other stakeholders to address the challenges facing our economy and to promote the interests of our members and the wider community.

The Bulletin: What are your priorities for the Chamber's work in the coming year?

Ng: My priorities are to strengthen the Chamber's relationship with our members, to provide them with the support and services they need to succeed, and to promote the interests of our members and the wider community. I will also continue to work with the Government and other stakeholders to address the challenges facing our economy and to promote the interests of our members and the wider community.

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Hong Kong is becoming increasingly popular with investors and also the number of start-ups and small businesses is growing. This is due to the city's strategic location, its stable political and economic environment, and its highly skilled and educated workforce. The city's infrastructure, including its world-class ports and airports, and its advanced telecommunications network, also contribute to its appeal. The city's government has also implemented a series of measures to attract investment and to support the growth of the economy. These measures include the introduction of the Double Tax Arrangement, the establishment of the Hong Kong Science and Technology Parks Corporation, and the implementation of the Innovation and Technology Commission. The city's government has also implemented a series of measures to support the growth of the economy. These measures include the introduction of the Double Tax Arrangement, the establishment of the Hong Kong Science and Technology Parks Corporation, and the implementation of the Innovation and Technology Commission.

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On the Move 動盪市場

Belt and Road Opportunities for Hong Kong's Financial Services Sector 香港金融業在「一帶一路」下的機遇

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Hong Kong is well positioned to take advantage of the BRI. The city's strategic location, its stable political and economic environment, and its highly skilled and educated workforce, make it an ideal hub for the BRI. The city's government has also implemented a series of measures to attract investment and to support the growth of the economy. These measures include the introduction of the Double Tax Arrangement, the establishment of the Hong Kong Science and Technology Parks Corporation, and the implementation of the Innovation and Technology Commission. The city's government has also implemented a series of measures to support the growth of the economy. These measures include the introduction of the Double Tax Arrangement, the establishment of the Hong Kong Science and Technology Parks Corporation, and the implementation of the Innovation and Technology Commission.

Cover Story 封面故事

Innovation Waves 創新浪潮

Innovation is the key to the success of any business. It is the process of developing new products, services, and processes that create value for the customer. Innovation is the key to the success of any business. It is the process of developing new products, services, and processes that create value for the customer. Innovation is the key to the success of any business. It is the process of developing new products, services, and processes that create value for the customer.

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Pursuing Truth 呈送真相

CBI provides efficient and accurate business information while constantly keeping up with the latest industry methodology, reports the Chamber's staff writer **Ray Lai**

匯華資訊提供高效和準確的商業資訊，同時緊貼業界最新作業方式 本刊記者黎泓江

With the rapid development of technology, the business information industry has seen many changes in the past few decades. Central Business Information Limited (CBI) has kept up with these changes and expanded its services to help clients from different industries.

“Our primary role is to deliver a full range of accurate business information in a timely, efficient, and cost-effective manner,” said Ray Chan, the founder and president of CBI.

“From prints to microfilm, digital to internet, manually writing data to cloud platforms, the business information industry has transformed itself in the past 20 years,” Chan said. “However, things like identity verification, site verification, and due diligence are becoming more important.”

CBI has developed its own network and services with research covering 213 countries, aided by overseas partners.

Bring truth and value to clients

CBI offers an integrated solution that provides a comprehensive analysis based on the most updated information.

The company produces various types of reports, such as due diligence, business credit reports, employment screening reports, asset search reports, business verification and site investigation reports. All the investigations are legal and can be done by public checks or private investigations depending on client requests.

In recent years, many of Chan's clients have been lawyers, accountants and bankers seeking due diligence reports for Initial Public Offerings (IPOs). CBI also provides Know Your Customer (KYC) reports which include registration information, litigation records, qualification and authentication, and information about shareholders and directors.

In addition, CBI provides employment screening reports in which they check the background of prospective employees. They also conduct employment, education and professional qualification verification, and provide financial irregularity and negative record reports.

CBI cross-checks information in different ways to ensure it is accurate and that it is up to date. “We always keep checking and authenticating information so that it is verified,” he said.

The company also developed its own Corporate Indi-

vidual Integrated System (CIIS), an advanced integrated system, which can collect, process and analyze business and individual information, and detect connections and relationships between different parties.

Management philosophy

Chan believes that respect for people is one of the most important aspects of management. This helps foster a corporate culture that enhances communication among colleagues, clients, services providers and partners, while ensuring mutual trust.

“Frankly speaking, people working in this field have to endure a lot of pressure. Sometimes, our colleagues have to work until 10 or 11 p.m. to meet deadlines. Also, the pace of work is fast. It is not suitable for people who want an easy, 9-5 job,” said Chan.

However, hard work is rewarded by the company. “We provide a relatively comfortable working environment and organize travel trips every year for staff. We also provide salary increases and bonuses each quarter,” said Chan.

Future development

“While providing high-quality services, we are constantly improving our services. With 20 years of experience and expertise, and networking in over 200 countries worldwide with unique Mainland China market information channels, we are never satisfied with what we have achieved,” said Chan. “Last year, we set up a business hub and a new customer service division to serve as a connection between our clients and our business analyst and sales team,” said Chan.

Besides trying to improve its product and services to satisfy regulatory rules and the level of monitoring activities, CBI also aims to expand its coverage worldwide. CBI has also developed a cloud-based platform which can facilitate order and delivery information for clients.

The company currently employs around 300 staff but intends “to recruit more experienced staff from different fields as our clients are from different industries,” said Chan.

Looking forward, CBI will continue to abide by its mission statement of building trust. “The core aim of finding out the truth will continue to guide our company for the next 20 years,” he concluded. 🌸



科 技發展一日千里，商業資訊業在過去數十載經歷了不少變遷。匯華資訊有限公司（匯華資訊）一直迎合這些轉變，並不斷拓展服務，致力協助各行各業的客戶。

匯華商業資訊有限公司的創辦人及總裁陳嘉榮表示：「我們的主要角色是以適時、高效和符合成本效益的方式，提供全面、準確的商業資訊。」

陳先生說：「從紙質檔案到縮微菲林、數碼影像到互聯網、人手記錄數據到雲端平台，商業資訊業在過去20年不斷演進。」他又稱：「不過，核實交易方身份、實地認證和盡職審查等程序正變得日益重要。」

匯華資訊在海外夥伴的協助下，已開發了自家網絡和服務，其研究涵蓋213個國家。

為客戶呈送真相與價值

匯華資訊根據最新的資訊進行全面的分析，為客戶提供綜合方案。

該公司提供各類報告，如盡職審查、企業信用調查、僱員背景調查、產權調查、企業認證和實地認證報告等。所有調查均按照客戶的要求，以公開查核或私人調查的方式合法地進行。

近年，陳嘉榮有許多客戶都是律師、會計師和銀行家，他們希望就首次公開招股編製盡職審查報告。匯華資訊亦提供「了解你的客戶」報告，包括註冊資料、訴訟紀錄、資格和核證，以及股東和董事的資料。

另外，該公司提供僱員背景調查，審查準僱員的背景。他們還進行就業、教育和專業資歷認證，並提供金融違規和負面評級報告。

匯華資訊透過不同的方式覆核資訊，確保提供準確的最新訊息。陳先生說：「我們不斷反覆檢查和驗證資訊，使其得以核實。」

該公司自行研發了「企業個人智慧系統」（Corporate Individual Integrated System），是業內最先進的綜合應用系統，能有效地收集、處理和分析企業和個人資訊，並查找各方之間的關連和關係。

管理哲學

陳嘉榮認為，尊重別人是管理最重要的一環，可助提升企業文化，從而促進同事、客戶、服務供應商和夥伴之間的溝通，同時建立互信。

他解釋：「坦白說，從事這行的人需承受很大壓力。我們的同事有時要工作至10時或11時，而且工作節奏急促，並不適合那些想找一份舒適工作、可以準時下班的人士。」

然而，勤奮上進會得到公司的獎勵。陳先生說：「我們提供相對舒適的工作環境，並且每年為員工安排海外旅遊活動。我們亦會加薪，並於每季發放花紅。」

未來發展

陳嘉榮指出：「我們提供優質服務的同時，亦不斷提升服務。我們雖有20年的豐富經驗和專業知識，遍及全球超過200個國家的網絡，加上獨一無二的中國內地市場資訊渠道，但從不滿足於既有的成就。我們去年設立了商業中心——一個新增的客戶服務部門，作為客戶與我們的商業分析師和銷售團隊之間的橋樑。」

匯華資訊力求改進其產品和服務，在滿足監管規定和監測活動的水平之餘，亦致力拓展其全球覆蓋網絡。公司已開發一個雲端平台，為客戶提供更便利的訂單和付運資訊。

該公司現聘約300名員工，但陳先生表示正計劃「從各行各業招聘更多富經驗的員工，因為我們的客戶來自不同行業。」

展望未來，匯華資訊將繼續堅守其宗旨——確立誠信。陳嘉榮補充：「尋找真相這個核心目標，將帶領公司邁向未來20年。」

Company: Central Business Information Ltd

公司名稱：匯華商業資訊有限公司

HKGCC Membership No. 總商會會員編號：HKC1029

Established 創辦年份：1996

Website 網站：www.cbil.com.hk

Creating a 'Great Hotel Guests Love' 賓至如歸 逸宿所繫

Boasting over 25 years of experience in the hotel industry, Alexander O. Wassermann has worked as a hotelier in Mainland China, Dubai, Egypt, Jordan, Germany and the U.S., where he held senior management roles for international hotel brands such as Kempinski, Steigenberger, Hilton and Movenpick. In 2014, Wassermann returned to the InterContinental Grand Stanford Hong Kong as the General Manager, after having previously worked there until 2010. In between, he was InterContinental Hotels & Resorts Area's General Manager of Shandong Province, Mainland China, and the General Manager of InterContinental Qingdao.

Opened in 1981, the five-star InterContinental Grand Stanford

Hong Kong has 572 luxurious rooms and suites. To enhance the guest experience, it has recently embarked on the final phase of room refurbishment which is expected to be completed by August this year.

"We look forward to welcoming our guests with brand-new, sleek design combined with efficient technology, ensuring the most modern and user-friendly experience for our valued guests," said Wassermann.

In 2016, the InterContinental Grand Stanford Hong Kong garnered one of the industry's most acclaimed prizes, being named the World's Leading Luxury Business Hotel from World Travel Awards.

"It is always about people and services that differentiate us from competitors in the hospitality indus-

try. 30% of our staff has served the company for over 20 years. They know our customers, and they are well aware of their preferences," said Wassermann.

Impressed by the Chamber's events and training programs, as well as its strong membership and connections, the InterContinental Grand Stanford Hong Kong joined the Chamber in 1999.

"As one of the best chambers of commerce with the longest history in Hong Kong, we trust the Chamber could help us grow our business. It provides a well-established platform for members to connect, and to keep updated on the latest developments in the market. We are also able to disseminate information about our promotions through the Chamber's business services, which definitely help boost our sales," said Wassermann. ✨



韋瑞民在酒店業有超過25年經驗。他曾出掌中國內地、杜拜、埃及、約旦、德國及美國等地的凱賓斯基、施泰根博閣、希爾頓及瑞享等多家知名酒店的管理要職。在2014年，他重返海景嘉福酒店出任總經理一職，此前他曾在該酒店工作至2010年為止。在期間數年，他分別擔任洲際酒店及度假村山東區總經理及青島海爾洲際酒店總經理職務。

五星級的海景嘉福酒店在1981年開幕，共有572間豪華客房及套房。酒店為不斷促進顧客體驗，最近正全面翻修客房。該計劃目前已邁進最後階段，預計在今年8月可以正式完工。

韋瑞民說：「我們期望以全新及最有利型的設計，結合高科技來歡迎顧客，為他們帶來最現代化及用家友善的體驗。」

在2016年，海景嘉福酒店更勇奪世界旅遊大獎的「全球最佳豪華商務酒店獎」。該獎項是業界其中一項最高殊榮。

韋瑞民指出：「我們能在酒店業一眾競爭者間鶴立雞群，全靠人才及服務水平。我們三成同事已在公司服務逾二十年。他們深深了解我們的客人及其喜好。」

在1999年，海景嘉福酒店正式加入香港總商會。酒店決意加盟總商會，是因為總商會的活動及培訓課程，以至其豐富會員及人脈網絡皆讓其印象深刻。

韋瑞民表示：「總商會是香港歷史最悠久的頂級商會之一。我們相信，加入總商會有助我們擴展業務。它為會員提供擴展網絡及洞悉市場動態的最佳平台。我們亦可以通過總商會的商業服務，來發放我們的優惠訊息以促進銷售。」 ✨

Company: **InterContinental Grand Stanford Hong Kong**

公司名稱：**海景嘉福酒店**

HKGCC Membership No. 總商會會員編號：HK10202

Established 創辦年份：1981 Website 網站：www.hongkong.intercontinental.com

Building a Garment Empire 建立成衣王國

Twenty years ago, Terrence Yuk was designing buildings for an architectural firm. But today, he is building the future for Dragon Crowd Enterprise (China) Ltd.

As one of the largest garment manufacturers in Hong Kong and Mainland China, Dragon Crowd Enterprise (China) Ltd has been renowned for its high-quality knitted garments since the 1960s. Aiming for more growth, the group has



expanded their brand assets and business operations through acquiring and operating retail brands.

Leading this change is Terrence Yuk, the group's Chief Operating Officer and the elder son of the group's founder.

After graduating in 1996 from the University of Southern California with a Bachelor's Degree of Architecture, Yuk did not join Dragon Crowd Enterprise (China) Ltd but chose to work in architectural firms in Hong Kong, including Wong & Ouyeng. In 2006, he moved to Dragon Crowd and since then, he has managed the group's marketing, product development, export and domestic sales departments over the past decade.

Yuk took up his current position in 2011 and has been overseeing the group's entire operations with a focus on China. Presently, he is also the General Manager of Cheer Profits (Shanghai) Trading Co Ltd., Dragon Crowd's Mainland China arm.

Under Yuk's leadership, Dragon Crown Group evolved by verti-

cally integrating from being just an export manufacturer to a multi-faceted sourcing, production, marketing, and retail operation. As of now, the group's extensive retail network includes 600 stores spread across 104 cities in Mainland China.

Hoping to gain more exposure and opportunities, Dragon Crowd Enterprise (China) Ltd joined the Chamber in 1977.

"The Chamber offers retail and manufacturing industry insights. It also helps us look for business opportunities and partnerships with other members in the Chamber, as well as gain exposure in the Hong Kong and Mainland China markets," explained Yuk.

"Industry intelligence and networking opportunities provided by the Chamber help generate new business opportunities and marketing strategy for my company," Yuk said. "In my mind, the Chamber is a comprehensive platform for members to share business ideas, expand their networks and obtain industry insights." ❀

20年前，郁正剛為一家建築公司設計建築物。今天，他正為聚龍企業（中國）有限公司建設未來。

聚龍企業作為香港和中國內地最大的成衣製造商之一，自1960年代起一直以其生產的優質針織成衣而聞名。為了取得進一步增長，集團已透過收購和經營零售品牌，以擴充其品牌資產和業務運作。

帶領這些變革的是集團營運總監兼創辦人的長子郁正剛。

郁正剛在1996年畢業於南加州大學，並取得建築學士學位，但他並沒有隨即加入聚龍企業，反而選擇在香港的建築公司工作，其中包括王歐陽（香港）有限公司。2006年，他加盟聚龍企業，於過去十年一直掌管集團的市場營銷、產

品開發、出口和內銷部門。

郁先生於2011年接任現時的職位，負責監督集團的整體運作，並專注處理中國業務。現時，他亦擔任聚龍企業內地分支——上海上怡貿易有限公司的總經理。

在郁正剛的領導下，集團透過縱向整合不斷演進，由一家出口製造商發展成為多元化的企業，業務涵蓋採購、生產、市場營銷和零售。現時，集團擁有龐大的零售網絡，在中國內地104個城市設有600個零售點。

Company: **Dragon Crowd Enterprise (China) Ltd**

公司名稱：聚龍企業（中國）有限公司

HKGCC Membership No. 總商會會員編號：HKD0078

Established 創辦年份：1972

Website 網站：www.dragoncrowd.com/

為了增加曝光率和商機，聚龍企業（中國）有限公司於1977年加入總商會。

郁先生解釋：「總商會提供零售和製造業界的最新行情，同時協助我們發掘商機、與其他會員建立合作關係，以及提升公司在香港及中國內地市場的曝光率。」

他續稱：「總商會提供的行業情報和聯誼交流機會，有助公司拓展新的商機和營銷策略。我認為總商會是一個全面的平台，讓會員分享商業概念、擴展脈絡和獲取行業知識。」 ❀

Italian Sorcery

It is hard not to like Italian cuisine, but Gradini takes it to a whole new level, writes the Chamber's staff writer **Elaine Chan**

Located inside The Pottinger Hong Kong in the heart of Central, Gradini epitomises Italian elegance with its interior decor and hearty Italian classics. Under the guidance of executive Chef Cano Chan, the menu continues to evolve and excite even the most discerning lovers of Italian food. With its impeccable service and intimate atmosphere, Gradini guarantees local diners a quality Italian culinary journey.



Grilled Mediterranean Octopus, Citrus, Baby Spinach Salad
地中海烤章魚柑橘沙律

Slightly grilled after being slow-cooked for four hours, the octopus has a nice, tender flavour. Pieces of grapefruit provide a bit of zestiness.

章魚慢煮4小時後再微烤，味道鮮嫩可口。配上幾片葡萄柚，味道層次更豐富。



Homemade Tagliolini
Maine Lobster, Fresh Tomatoes, Basil

緬因龍蝦細寬麵配鮮蕃茄

Just one bite of this will guarantee an explosion of umami flavor in your mouth. The al dente house-made tagliolini is coated in a succulent lobster sauce, accompanied by soft-cooked cherry tomatoes and tender chunks of Maine lobster.

只需淺嚐一口，鮮味隨即在口腔爆發。自家製的細寬麵軟硬度剛好，澆上龍蝦肉醬汁，再伴以煮至軟臉的車厘茄及緬因龍蝦嫩肉。

Home-smoked Burrata with Heirloom Tomatoes
煙燻流心牛奶芝士配意大利蕃茄

When the smoke-filled glass lid is removed in front of diners, it reveals Chef Cano's sorcery with an appetizer of creamy Burrata on a bed of vibrant, sweet Italian tomatoes. The subtly-smoked dish is accompanied by olive oil caviar, balsamic vinegar and fresh rocket, making a fine antipasto that whets your appetite.

燻煙滿溢的玻璃蓋在食客前掀開，陳先生的魔法亦隨之上演。這道精緻燻製的前菜有流心牛奶芝士，芝士下配有色彩鮮艷的意大利甜蕃茄，伴以橄欖油魚子醬、香醋以及新鮮火箭菜，讓你「開胃」，準備品嚐更多美味。



Chef's Profile

大廚小檔

Born in Hong Kong, Chef Cano Chan has more than two decades of experience in the fine dining industry, including working with some of the world's renowned chefs, such as the legendary Chef Giovanni Greggio. Under his stewardship, the menu at Gradini highlights Chan's interpretation of Italian cuisine, in which he tries to stay loyal to Italian traditions while livening up each dish with his personal flair. Drawing on influences from his daily life, he believes in cooking with passion and dedication.

陳勇進於香港出生，擁有逾20年高級餐飲業經驗，包括曾與大廚傳奇Giovanni Greggio等享負盛名的廚師共事。在他掌廚下，Gradini的餐單都凸顯他對意大利菜的理解。他嘗試在各道菜加入個人特色，為其添上生命，同時忠於意菜傳統。陳先生在日常生活的耳濡目染下，對烹飪亦充滿熱誠及奉獻的精神。



Tasmania Roast Rack of Lamb, Herbed Crust, Chianti Mustard
烤焗塔斯馬尼亞羊鞍配香草伴意大利紅酒芥末

These roasted lamb chops feature a crisp outer herb coating and soft delicate flesh. When combined with home-made Chianti mustard and served with diced seasonal vegetables, the result is intoxicatingly delicious.

這道羊鞍灑上香草，烤至外脆內軟，肉質尤其細膩。配上自家製紅酒芥末伴時菜，滋味無與倫比。

「意」亂情迷

令人難以抗拒的意大利菜，由Gradini帶你進入新境界 本刊記者陳禱凝

Gradini位於中環核心地帶的「中環·石板街」酒店內，憑藉華美的室內設計以及經典的意大利菜式，打造成意國的縮影。在行政總廚陳勇進的指導下，菜式層層精進，讓挑剔無比的意菜愛好者也拜倒裙下。Gradini的服務無可挑剔，加上迷人的氛圍，為本地食客呈現一場優質的意國佳餚之旅。



Tiramisu Classico del Pasticcere
意大利提拉米蘇

Served in an elegant glass cup, this dessert's perfect ratio of mascarpone cream and delicate espresso-soaked ladyfingers ensures it is worth every single bite. You can't go wrong with this classic tiramisu and its unbeatable creaminess and smoothness.

這道甜點盛於典雅的玻璃杯內，意大利軟乳酪的份量剛好，手指餅乾浸泡過濃縮咖啡，每一口都保證值回票價。這道經典的提拉米蘇，質感之細膩、口感之滑膩均無可匹敵，絕對是你的選擇。

Moscato Jelly
意大利甜酒果凍

A fluffy layer of pink berry-flavoured foam covers this sweet, crisp Italian wine jelly, which is paired with refreshing ingredients such as mixed berry puree and coconut ice-cream.

清新的意大利甜酒果凍蓋上一層鬆軟的粉色莓子味慕絲。果凍以雜莓濃醬和椰子冰淇淋等材料製成口味清新的甜點。



“Beat The Clock” Happy Hour Savings 歡樂時光優惠

“Beat The Clock” Happy Hour promotion at Gradini Bar is available daily from 5 p.m. to 8:59 p.m. with up to 50% savings* for any order of Peroni premium draught and selected alcoholic drinks. The earlier you order, the better the savings! During this time, complimentary Italian aperitivo will also be served. Blackout dates: 31 October, 24 to 26 December 2017.

5 to 5:59 p.m. 50%	下午5時至5時59分：半價
6 to 6:59 p.m. 40%	下午6時至6時59分：六折
7 to 7:59 p.m. 30%	下午7時至7時59分：七折
8 to 8:59 p.m. 20%	下午8時至8時59分：八折

Gradini酒吧推出“Beat The Clock”歡樂時光優惠，每日下午5時至8時59分下單任何佩羅尼啤酒(Peroni premium draught)或精選酒精飲料，最高可享半價優惠*。下單越早，優惠越多！優惠期間更附送意大利餐前酒。優惠不適用於2017年10月31日、12月24至26日。

* Terms and conditions apply. Please check with the restaurant.
* 須受條款及細則約束。歡迎向餐廳查詢。

Gradini Ristorante E Bar Italiano
Gradini意大利餐廳

Lobby Level, The Pottinger Hong Kong,
74 Queen's Road Central, Central
中環皇后大道中74號
「中環·石板街」酒店大堂
(852) 2308 3088





Innovation Driving GBA's Growth 創新促進 大灣區發展

As the capital of Guangdong Province, Guangzhou's strong economic and cultural ties with Hong Kong are expected to expand under the Greater Bay Area (GBA) development plan.

Chamber Chairman Stephen Ng, and China Committee Chairman PC Yu, led a 35-member delegation to Guangzhou from July 13 to 14 to explore what role Hong Kong can play in the GBA. During the two-day mission, members met with officials to discuss planning issues and advantages, as well as the city's advances in innovative technology.

A goal of the GBA is to become an international centre of innovative technology in the region. To find out how this might be achieved, the delegation visited the National SuperComputer Centre in Guangzhou's Sun Yat-sen University to view the Tianhe 2, which was the world's fastest supercomputer until a few years ago. The computer can process data for a variety of fields, ranging from astronomy to environment engineering, to digital design and manufacturing.

During the mission, members also called on HeyGears Technology Ltd, a leader in 3D printing technology, and eHang Inc., a developer of intelligent flying drones. Members learned that HeyGear's proprietary 3D printing technology is already used in bio-medicine and manufacturing, and that eHang's drones and auto-piloting passenger drones occupy leading positions in the local market.

With the Mainland being the world's second larg-

est investor in artificial intelligence (AI) research and development, at US\$2.6 billion, second only to the U.S., according to the state-run Chinese think tank Wuzhen Institute, members also visited iFlytek, which focuses on research in intelligent speech and artificial intelligence, and has made significant progress in areas such as speech synthesis and speech recognition. Another eye-opening visit was to KingMed Centre for Clinical Laboratory Co., Ltd, which runs 34 medical diagnostic labs on the Main-



Members test out one of eHang's drones.

團員試飛無人機。



eHang's passenger drone.
億航載人無人機。



廣州是廣東省的省會，與香港多年來貿易往來頻繁，文化交流頻密。廣州市在大灣區中亦會擔當積極角色。

香港總商會主席吳天和和中國委員會主席余鵬春於7月13日至14日帶領一行35人到廣州考察，以了解廣州市在粵港澳大灣區中的定位、規劃和優勢，以及科創領域的發展。

粵港澳大灣區建設規劃的其中一個重點合作領域，就是打造國際科技創新中心。考察團首先到訪位於中山大學東校區的國家超級計算廣州中心並參觀該中心的業務主機「天河二號」。該主機是國際數一數二的超級電腦系統，主要應用於大氣海洋環境、工業設計製造、生物醫療健康、天文地球地理和智慧城市雲計算等領域。

考察團隨後參觀以3D打印為主要業務的黑格智造信息科技有限公司和研發智慧飛行器的億航智能技術有限公司。黑格智造自主研發的3D打印技術應用於生物醫療、工業製造等多個傳統行業，而億航智能研發的無人機、自動駕駛載人飛行器等亦在行業佔領先地位。

考察團亦參觀金域檢驗和科大訊飛有限公司。金域檢驗在內地與香港共設有34家醫學檢驗實驗室，為兩萬多家醫療機構提供醫學檢驗服務。科大訊飛則專攻智慧語言、人工智慧的研究，在語音合成、語音辨識等多項技術上擁有先進成果。

中國委員會主席余鵬春表示，廣州在科技創新方面的成就令人羨慕，亦讓考察團成員大開眼界。他希望在粵港澳大灣區內，香港能與廣州在這些科創領域攜手合作，互相交流。

考察團一行拜訪了廣東省副省長何忠友和廣州市市長溫國輝，雙方就粵港澳大灣區內廣東省、廣州市的定位及與香港的合作機遇進行了探討。總商會主席吳天和表示，對於粵港澳大灣區建設規劃，香港商界願意積極參與，繼續發揮強項，在金融、航運、貿易、專業服務、離岸人民幣業務和國際資產管理方面，加上我們豐富的國際經驗，與廣東省及澳門攜手一起把大灣區建設成世界級大灣區。

考察團在廣州期間亦拜訪廣州市商務委主任陳杰及廣州市港澳辦副主任雷瑋琚，並參觀廣州天河中央商務區，了解天河區未來規劃。✿

land and in Hong Kong to provide diagnostic support to over 20,000 medical institutions.

PC Yu, China Committee Chairman, said that Guangzhou had made enviable progress in nurturing innovative technology and he looks forward to more cooperation and exchanges with Hong Kong on developing these types of technologies.

Guangzhou's positioning in the GBA

During meetings with He Zhongyou, Vice Governor of Guangdong Province, and Wen Guohui, Mayor of Guangzhou, members learned about Guangdong and Guangzhou's positioning in the GBA, and discussed cooperation opportunities with Hong Kong.

Chamber Chairman Stephen Ng said that the Hong Kong business community is looking to play an active role in the GBA's planning and development, and hopes to leverage Hong Kong's international experience to work with Guangdong and Macao in financial, shipping, trade and professional services sectors, as well as offshore RMB business and international asset management to help build the GBA into a world-class bay area.

The delegation also met with Chen Jie, Director General of the Guangzhou Municipal Commission of Commerce, and Lei Weiju, Deputy Director-General of the Guangzhou Municipal People's Government Hong Kong & Macao Affairs Office, as well as visited Tianhe CBD to explore the district's development. ✿



He Zhongyou, Vice Governor, Guangdong Province (4th from right), told the Chamber's delegation that the Greater Bay Area offers significant opportunities for cooperation between Guangdong, Hong Kong and Macao.

廣東省副省長何忠友（右四）向總商會考察團指出，大灣區為粵港澳三地帶來極大的新合作機遇。



WeChat for Business 將微信融入業務

WeChat, Mainland China's answer to WhatsApp and LINE, plays a major role in the daily lives of many Mainland Chinese consumers. As a free instant messaging app, it has evolved into a comprehensive mobile platform that enables free calling, mobile payment, and direct outreach to potential customers.

It is important that Hong Kong marketers understand how WeChat works if they intend to explore new market opportunities in the Mainland, said Daryl Choy, Director of Wisdomboom Limited, at a WeChat training session.

According to Choy, WeChat is not merely a messaging service. It is also an eco-system, within which millions of potential customers interact with one other and with large and small businesses.

WeChat had 889 million active users in the fourth quarter of 2016, according to a report put out by Tencent, the app's parent company this April.

WeChat has become a very essential part of daily life for many Mainland Chinese, said Choy. It allows them to make payments, rent a bike, buy movie tickets, as well as network with business contacts.

WeChat is made up of three main platforms – Personal platform, which allows one-to-one messaging with a ceiling of 5,000 “friends,” Group platform, which allows “friends” acquisition, engagement and retention, with a ceiling of 500 friends, and the “Official” platform, on which major brands can communicate with their followers via either subscription or service mode. Major institutions such as banks may offer service

information to followers via service mode. Followers may also opt for upgraded services via subscription.

To make good use of WeChat, Choy urged users to explore related apps, such as “MaiMai,” a networking app that provides a more work-related messaging capability than WeChat.

Since WeChat has evolved into such a widely used platform, Choy suggested five different approaches for leveraging the platform – follower acquisition, follower engagement, lead-capture, conversion and follower growth.

Choy urged all marketers who go on WeChat to remain active and not to hesitate to interact with potential users. Marketers can also make use of the large contact base to develop a WeChat-based workflow, to widen awareness of their own brands.✿



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蔡伯偉指：「微信不單提供通訊服務，它本身也自成一個生態系統，裡面有上百萬的潛在客戶在互動，包括大小企業。」



面對WhatsApp和LINE等即時通訊應用程式湧現，內地亦推出自家的免費即時通訊應用程式——微信。微信現已發展成功能全面的流動平台，日常為廣大中國內地客戶所樂用。它提供免費通話、流動付款等功能，並可直接接觸潛在客戶。

於微信應用訓練班上，智衍有限公司總監蔡伯偉指出：「香港的營銷業者如打算在內地開拓新市場，必先要理解微信如何運作。」

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根據微信母公司騰訊於今年4月份發表的報告，微信於2016年第四季度的活躍用戶達8.89億。

蔡先生指微信已成為眾多內地人民日常生活不可缺少的一部分。人們可透過它付款、租單車、買戲票、以及與商業夥伴聯繫。

微信有三大主要平台——個人平台，可與最多5,000名「好友」進行一對一對話；群組平台，可結交及聯繫「好友」，群組人數上限為500人；以及「官方」平台，主流品牌可透過訂閱或服務模式與追蹤者交流。主流機構如銀行就可透

過服務模式向追蹤者提供服務資訊。追蹤者亦可訂閱帳號，選擇進階服務。

蔡先生提醒用戶應發掘相關應用程式「脈脈」，以更有效地利用微信的功能。

微信已成為廣泛使用的平台。蔡先生就此提出五項使用建議——廣覓追蹤者、連繫追蹤者、提供潛在客戶所需資訊以搶佔先機、轉化率及追蹤者增長。

蔡先生勸籲各進軍微信的營銷者要保持活躍，盡快與潛在用戶互動。營銷者亦可利用深厚的聯絡人基礎發展以微信作為基地的工作流程，以提高其品牌的辨識度。✿

Edmond Yue, General Committee Member, and 20 Chamber members attended the First Forum of Qianhai-Hong Kong Cooperation on 22 June to learn about the latest developments in Qianhai. The forum was jointly organised by the Authority of Qianhai Shenzhen-Hong Kong Modern Service Industry Cooperation Zone and the Chinese Association of Hong Kong & Macao Studies.

總商會理事余國賢與20名會員於6月22日出席「前海深港合作論壇」，了解前海的最新發展。該論壇由前海深港現代服務業合作區管理局及全國港澳研究會合辦。

China Committee Chairman PC Yu attended the 2017 Xiamen China International Fair for Investment and Trade Promotion Luncheon on 6 July.

中國委員會主席余鵬春於7月6日出席「2017廈門國際投資貿易洽談會推介會」。



Jeoven Wong, Director General of Xiamen Municipal Bureau of Convention and Exhibition Affairs, led a delegation to the Chamber on 5 July to promote the 2017 Xiamen China International Fair for Investment and Trade Promotion. China Committee Chairman PC Yu received the delegation.

廈門市會議展覽事務局局長王瓊文於7月5日率團到訪總商會，推廣「2017廈門國際投資貿易洽談會」，代表團一行由中國委員會主席余鵬春接待。

General Committee Member Edmond Yue attended the Joint Meeting on Upgrading and Transformation of Hong Kong enterprises in Dongguan on 5 July. He met with Dongguan Vice Mayor Huang Qinghui and exchanged views on the transformation of Dongguan enterprises.

本會理事余國賢於7月5日出席「在莞港資企業升級轉型聯席會議及晚宴」，並與東莞市副市長黃慶輝會面，雙方就東莞企業的轉型交流看法。

Deloitte China's Tax Partners Sarah Chan and Winnie Shek spoke about the latest taxation measures in Mainland China at a Chamber roundtable on 19 July. They explained that to support the development of innovation and stabilize the growth of the economy, the country has implemented a series of measures to reduce tax. High- and new-technology enterprises can now enjoy an enterprise income tax rate of 15%, reduced from the standard rate of 25%. Furthermore, resident enterprises can now deduct 150% of qualified R&D expenses already incurred while small-scale enterprises can enjoy an enterprise income tax rate of 10%.

德勤中國稅務及商務諮詢合夥人陳嘉華及石詠文於7月19日的午餐會上，闡述中國內地最新的稅務措施。他們解釋，為了支持發展創新和穩定經濟增長，國家已推出一系列減稅措施，例如高新科技企業和小型企業分別可享15%和10%的企業所得稅率，低於25%的標準稅率，而居民企業亦可就合資格的研發費用享有150%的扣減。



Professor Yang Ying, from the College of Economics, Jinan University; Dr Tse Kok Leung, Head of Policy & Economic Research, Economic & Strategic Planning Department, Bank of China (Hong Kong); Professor Jerome Yen, Head of Innovation Centre, University of Macao; and Gordon Lam, Managing Director of Sinofuture Group Limited; spoke at the Chamber's roundtable luncheon on 11 July about the Guangdong-Hong Kong-Macao Greater Bay Area (GBA).

暨南大學經濟學院投資經濟教研室主任楊英教授、中國銀行（香港）經濟及政策研究主管謝國樑博士、澳門大學創新中心主任顏至宏教授及中國未來投資集團有限公司董事長林至穎蒞臨本會7月11日的午餐會，分享他們對粵港澳大灣區的看法。

Hong Kong-Mainland Joint Business Liaison Committee Meeting

香港—內地商會聯席會

Chamber Chairman Stephen Ng, CEO Shirley Yuen, and China Committee Vice Chairman Eric Fok, attended the Hong Kong-Mainland Joint Business Liaison Committee Meeting on 10 July in Hong Kong. Jiang Zengwei, President of the China Council for Promotion of International Trade (CCPIT), led a CCPIT delegation composed of sub-CCPITs from various Mainland provinces and cities to Hong Kong to meet with Hong Kong's four major Chambers – HKGCC, CGCC, CMA and FHKI – and to exchange views on how Hong Kong and Mainland associations could cooperate to further explore and expand the markets along the Belt and Road.



總商會主席吳天海、總裁袁莎妮及中國委員會副主席霍啟山於7月10日出席「2017香港—內地商會聯席會」。中國國際貿易促進會會長姜增偉率領由內地不同省市貿促會分會組成的代表團訪港，與本港四大商會包括總商會、中總、廠商會及工總會面，並就中港兩地機構如何合力進一步探索及拓展「一帶一路」沿線市場交換意見。

Chamber Mission to Guangzhou Explores GBA Opportunities

Stephen Ng, Chairman of the Hong Kong General Chamber of Commerce (HKGCC), led a 35-member delegation to the Greater Bay Area (GBA) in Guangdong on 13-14 July, where delegates met with He Zhongyou, Vice Governor, Guangdong Province, and Wen Guohui, Mayor of Guangzhou. The main objective of the mission was to learn about the Guangdong Provincial Government's views on the development of the GBA, in addition to getting a clearer understanding of the latest economic developments in Guangzhou, especially the growth of the information technology sector and the positioning of Guangzhou in the GBA.

總商會考察團探索大灣區機遇

香港總商會主席吳天海於7月13至14日率領為數35名總商會會員的粵港澳大灣區考察團，拜訪了廣東省副省長何忠友及廣州市市長溫國輝。主要訪問目的是了解廣東省政府對於粵港澳大灣區發展的看法，以及了解廣州市的最新經濟發展，尤其是資訊科技的發展情況和廣州市在大灣區的定位。



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Asia & Africa Committee 亞洲及非洲委員會

Queensland Wooing Investors

General Committee Member Neville Shroff, and Director for PR and Programs Malcolm Ainsworth, attended a breakfast meeting with Curtis Pitt, Minister for Trade and Investment Queensland, on 25 July to hear about the investment climate in the state. Pitt explained that Queensland has been enjoying steady growth for years,

and that its new focus on renewable energy and tourism offer good opportunities for investors. The state is also looking to grow its population by encouraging people from around the country to move to the sunshine state to take advantage of its cheaper housing and high quality of life.



昆士蘭招攬投資者

總商會理事尼維利施樂富與公共關係及項目總監麥爾康於7月25日出席早餐會與昆士蘭貿易投資部長Curtis Pitt會晤，以了解該澳洲州份的投資氣候。Curtis Pitt指昆士蘭多年來保持穩定增長。當地近年重視發展再生能源及旅遊業，亦為投資者帶來良好機遇。該州亦鼓勵全國各地居民移居當地，以盡享該州廉宜的住屋及優越的生活質素。

Asia & Africa Committee Chairman Behzad Mirzaei attended the Hong Kong Summit as a Chamber representative at the Convention and Exhibition Centre on 11 July. The event focused on exploring and strengthening regional cooperation between Hong Kong, the Mainland, and Southeast Asia.

亞洲及非洲委員會主席苗澤文於7月11日代表總商會出席假香港會議展覽中心舉行的「香港高峰論壇」。論壇圍繞尋求和加強香港與內地及東南亞的區域合作。

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

Daniel Chung, Chief Technology Officer of 3 Hong Kong, and Louis Lau, Senior Business Consultant of NEC Hong Kong, spoke at the Chamber's roundtable luncheon on 26 June about the development of 5G in Hong Kong and other jurisdictions, its benefits, applications and usage.



3香港資訊科技及流動通訊技術總監鍾耀文及NEC智能網絡基建解決方案高級顧問劉克明於總商會6月26日的午餐會上，講解5G在香港和其他國家的發展、其效益和應用。

Ericson Chan, CEO of Ping An Technology (Shenzhen) Co Ltd, updated members on Ping An's FinTech initiatives and upcoming projects at the Chamber FinTech Working Group meeting on 7 July.



平安科技（深圳）有限公司總經理陳立明出席總商會金融科技工作小組7月7日的會議，向成員介紹該公司的最新金融科技政策和項目。

Jerry Shum, Watson Solutions Architect of IBM, spoke at the Chamber's roundtable on 14 July about the applications of artificial intelligence (AI) in different enterprises and fields.

IBM華生方案架構工程師沈慶福在本會7月14日的午餐會上，與會員分享人工智能在不同行業和公司的應用。



Europe Committee 歐洲委員會



Strengthening Ties with Vienna 與維也納加強連繫

The President of Vienna Chamber of Commerce, Walter Ruck, led a delegation to the Chamber on 12 July, where they were welcomed by Chamber CEO Shirley Yuen and Europe Committee Chairman Stephen Weatherseed. Ruck introduced Austria's economic achievements, including its smart city solutions, and its status as a gateway for companies interested in Central and Eastern Europe markets. Ruck also pointed out that around 100 Hong Kong students are currently studying at the Vienna Chamber of Commerce's tourism university MODUL University Vienna.

維也納商會主席Walter Ruck率領代表團於7月12日到訪總商會。他們談及奧地利的經濟發展如智慧城市方案，以及作為打算進軍中歐及東歐市場公司門戶的地位。Walter Ruck亦指出，目前約有100位香港學生正在維也納商會屬下之旅遊業大學——維也納MODUL大學就讀。團員一行人由總商會總裁袁莎妮及歐洲委員會主席韋大象迎接。

Eberhard Brodhage, Country CEO Hong Kong, Commerzbank AG, Hong Kong Branch, spoke about the upcoming German Federal Election on 24 September at the Europe Committee meeting on 4 July. Brodhage saw the victory of Emmanuel Macron in the French Presidential Election in May as a boost for Angela Merkel's chances of winning a fourth term as Chancellor of Germany. Both Macron and Merkel support a stronger Europe and share a common roadmap. Brodhage also said that the German economy is expected to grow by 1.6% in 2017.

At the meeting, Stephen Weatherseed was re-elected as Chairman of the committee, while Eberhard Brodhage, Jennifer Chan and Davide De Rosa were re-elected as Vice Chairmen.

德國商業銀行香港行政總裁包凱歌出席7月4日的歐洲委員會會議。會上他談及即將在9月24日舉行的德國聯邦大選。包凱歌指出，馬克龍在5月的法國大選勝出，對德國總理麥克爾爭取第4次連任有一定作用。馬克龍及麥克爾均支持一個更強大的歐洲，並認同同一路線圖。包凱歌亦預期，德國經濟在2017年可望增長1.6%。



會上，韋大象獲選連任主席，包凱歌、陳佩君及戴偉德連任副主席。

Committee Chairmen 委員會主席



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 Behzad Mirzaei

苗澤文先生



China Committee

中國委員會

Mr P C Yu

余鵬春先生



HKCSI - Executive Committee

香港服務業聯盟 — 執行委員會

Dr Mark C Michelson

麥高誠博士



Digital, Information & Telecommunications Committee

數碼、資訊及電訊委員會

Dr Eric Chin

錢樹楷博士



Economic Policy Committee

經濟政策委員會

Mr Peter Churchouse

卓百德先生



Environment & Sustainability Committee

環境及可持續發展委員會

Dr Jeanne Chi Yun Ng

吳芷茵博士



Europe Committee

歐洲委員會

Mr Stephen Weatherseed

韋大象先生



Financial & Treasury Services Committee

金融及財資服務委員會

Mr George S K Leung

梁兆基先生



Industry & Technology Committee

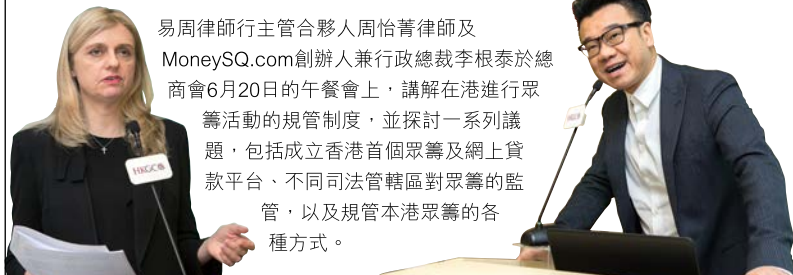
工業及科技委員會

Mr Emil Chen On Yu

于健安先生

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

Julia Charlton, Founder and Principal Partner of Charltons, and Steven Lee, Founder and CEO of MoneySQ.com, spoke on the regulatory framework for conducting crowd-funding business in Hong Kong at a Chamber roundtable luncheon on 20 June. The speakers touched upon a range of issues, including establishing Hong Kong's first crowd-funding and online lending platform, regulatory positions in different jurisdictions in relation to crowdfunding and the possible approaches of regulating crowdfunding in Hong Kong.



易周律師行主管合夥人周怡菁律師及 MoneySQ.com 創辦人兼行政總裁李根泰於總商會6月20日的午餐會上，講解在港進行眾籌活動的規管制度，並探討一系列議題，包括成立香港首個眾籌及網上貸款平台、不同司法管轄區對眾籌的監管，以及規管本港眾籌的各種方式。

Howard Lee, Senior Executive Director of Hong Kong Monetary Authority, briefed members at the Financial & Treasury Services Committee's meeting on 20 June about HKMA's FinTech Facilitation Office (FFO) and exchanged views with members on helping Hong Kong's FinTech development. During the meeting, George Leung, Agnes Chan and Harrison Ho were re-elected as the Chairman and Vice Chairmen of the committee respectively.

香港金融管理局高級助理總裁李達志於6月20日的委員會會議上，向委員概述金管局金融科技促進辦公室的工作，並就促進香港金融科技的發展交流意見。會上，梁兆基、陳瑞娟及何樂生分別獲選連任主席及副主席。



The Chamber organized a visit to the first crowdfunding concept store, Backers, in K11 Shopping Mall on 13 July. Backers' founders gave an overview of the crowdfunding industry, the prospect of crowdfunding projects, and how it started. Members also tested crowdfunded products which were only available online on renowned crowdfunding platforms.

總商會會員於7月13日參觀位於K11商場的首間眾籌項目概念店Backers。Backers創辦人分享眾籌產業的概況、眾籌項目的前景，以及Backers的發展。會員亦親身體驗過往只限於著名網上眾籌平台發售的眾籌產品。

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

Gavin Edwards, Conservation Director, and Cheryl Lo, Senior Wildlife Crime Officer of WWF, briefed members at the Environment & Sustainability Committee's meeting on 28 June about the latest developments in the campaign for an ivory ban in Hong Kong. Also during the meeting, Dr Jeanne Ng was re-elected as the Committee Chairman, while Prof Steve Wong, Wilson Kwong and Mike Kilburn were re-elected as Vice Chairmen.

世界自然基金會環境保護總監魏啟宏及高級主任（野生動物罪行）勞敏惠於6月28日的委員會會議上，向委員概述象牙禁令在香港的最新發展。會上，吳芷茵博士獲選連任委員會主席，黃兆輝教授、鄭永銓及Mike Kilburn則獲選連任副主席。

Charles Fung, from the HKSAR Joint Financial Intelligence Unit, spoke to a full house at the Chamber's anti-money laundering seminar (AML) on 14 July. He touched upon the background and implementation of the Anti-Money Laundering and Counter-Terrorist Financing Ordinance and FATF guidelines, definition and the types of conduct that fall within AML as well as AML case studies.



本會於7月14日舉行打擊洗黑錢研討會，全場座無虛席。會上，香港特區政府聯合財富情報組的馮培基講解《打擊洗錢及恐怖分子資金籌集條例》及財務行動特別組織指引的背景及實施、洗黑錢的定義及行為種類，以及打擊洗黑錢的案例。

Committee Chairmen 委員會主席

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



Ken Gordon, Deputy Consul General of the Australian Consulate General in Hong Kong; and Elizabeth Ward and Simon Reid, respectively Australia's Chief Negotiator and Procurement Lead for the Hong Kong-Australia Free Trade Agreement (FTA), briefed members about the ongoing FTA negotiation between Hong Kong and Australia at HKCSI's Committee meeting on 29 June.

澳洲駐港總領事館副總領事Ken Gordon、香港—澳洲自由貿易協定首席談判員Elizabeth Ward及採購主管Simon Reid出席委員會6月29日的會議，向委員概述香港與澳洲自貿協定談判的最新進展。

Dr Mark Michelson, Chairman of the HKCSI-Executive Committee, attended the Hong Kong Summit on 11 July, which brought together Government officials, business leaders, experts and academics from Hong Kong, the Mainland and East Asian countries to explore prospects of economic cooperation and sustainable development within the region.

香港服務業聯盟—執行委員會主席麥高誠博士於7月11日出席「香港高峰論壇」。論壇雲集來自香港、內地和東亞的政府官員、商界領袖、專家和學者，共同探索區內的經濟合作前景和可持續發展。

Industry & Technology Committee 工業及科技委員會



Forty members visited the Hong Kong Science Park on 4 July to view local innovations in e-commerce, FinTech and healthy ageing, and build up business networks with 10 of the park's partner companies. Members also tested integrated age-friendly technology at the "Smart Living@Science Park – Ageing in Place."

40位會員於7月4日到訪香港科學園，了解本地電子商務、金融科技及健康老化等創新科技的發展，並與園內10間科創公司建立業務聯繫。參加者亦在「智慧生活@科學園—家居安老體驗館」親身體驗長者友善綜合科技。

Legal Committee 法律委員會

Ms Fiona Loughrey
羅嘉莉女士



Manpower Committee 人力委員會

Mr Albert Wong
王舜義先生



Membership Committee 會員關係委員會

Dr Aron H Harilela
夏雅朗博士



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

Mr Douglas Woo
吳宗權先生



Retail & Tourism Committee 零售及旅遊委員會

Mr Frank Lee
李敬天先生



Shipping & Transport Committee 船務及運輸委員會

Mr John Anthony Miller
苗學禮先生



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

Mr Roy Ng
伍俊達先生



Taxation Committee 稅務委員會

Ms Grace Tang
鄧卓敏女士



Taiwan Interest Group 台灣小組

Mr Stanley Hui
許漢忠先生



Women Executives Club 卓妍社

Ms Jennifer Chan
陳佩君女士



Young Executives Club 卓青社

Mr Oscar Chow
周維正先生



Industry & Technology Committee 工業及科技委員會



The Industry & Technology Committee visited Lab Test One at the Hong Kong Productivity Council (HKPC) on 12 July to learn how industries could make use of the wide range of state-of-the-art testing facilities and professional support services to improve the reliability of their products. Before the tour, the committee also held its meeting at HKPC, at which Emil Yu was re-elected as Chairman, while Nature Yang, William Lai and Raymond Chan were re-elected as Vice Chairmen.

工業及科技委員會於7月12日到訪香港生產力促進局的Lab Test One，了解業界如何利用各種先進的檢測設備和專業支援服務，提升其產品的可靠性。委員會於參觀前假生產力局舉行會議，于健安獲選連任主席，楊自然、黎元輝和陳偉奉獲選連任副主席。

HKGCC Assessment's Team, assisted by an independent consultant, completed the preliminary assessment on 11 July for 40 applications for the "2017 Hong Kong Awards for Industries: Innovation and Creativity." A group of outstanding entries has been shortlisted for site visits and judging interviews in August.

總商會評審小組在獨立顧問的協助下，已於7月11日就「2017香港工商業獎：創意」組別的40份申請完成初步評審，獲選入圍的優秀企業將於8月接受實地考察和評審面試。

Manpower Committee 人力委員會

Andrew Fung and Dr C.K. Law, respectively Director & CEO and Honorary Senior Research Fellow of the Hong Kong Policy Research Institute, shared the key findings of their report entitled "New Mindset for Population Policy" at the Manpower Committee's meeting on 7 July. In light of a projected shrinking labour force, the institute recommended that the Government should encourage more locals to have children, retain non-local graduates to stay and work in Hong Kong, and review the practice of birth tourism.

香港政策研究所董事兼行政總裁馮可強及榮譽高級研究員羅祥國博士出席委員會7月7日的會議，分享「人口政策的新思維」研究報告的主要結果。面對預計的勞動力收縮，研究所建議政府鼓勵更多港人生育、促進非本地畢業生留港工作，並檢討針對生育旅遊的做法。



Rowan McKenzie and Catherine Leung, respectively Partner and Associate of Baker & McKenzie's Employment Law Group, spoke on issues related to employee off-duty conduct at a Chamber roundtable on 5 July. They discussed the impact of employee off-duty misconduct on businesses, especially those with respect to social media usage, and provided advice on policies covering employees' off-duty behaviour.

貝克•麥堅時律師事務所僱傭法律團隊合夥人麥健成和律師梁家茵於本會7月5日的午餐會上，討論有關僱員公餘行為的議題，包括僱員公餘行為失當對企業的影響，尤其是社交媒體使用相關的問題，並就僱員公餘行為的政策提供建議。



SME Committee 中小型企業委員會

Members of the SME Committee attended a "Bank Account Opening and Maintenance for SMEs and Start-up Companies" seminar, co-organized by the SME Committee under the Trade and Industry Department and the Hong Kong Monetary Authority, on 23 June. Representatives from banks shared practical aspects related to opening bank accounts and maintenance, the changing international landscape and regulatory requirements, and improvement measures introduced by banks. A networking session followed the briefing to allow participants to speak with the banking sector directly.

中小型企業委員會委員於6月23日出席由工業貿易署中小型企業委員會和香港金融管理局合辦的「中小企和初創企業開立及維持銀行賬戶」交流座談會。多位銀行代表講解開立及維持銀行賬戶的具體事宜、國際形勢和規管要求的轉變，以及銀行推出的改善措施。簡介會後舉行的交流環節，亦促進銀行業和與會者的交流。

Retail & Tourism Committee 零售及旅遊委員會

Ctrip's International Business General Manager for Hong Kong & Taiwan Hillman Lam, and Deputy General Manager of Hotel Business Bernard Pak, shared Ctrip's success story with 65 members at the Chamber's seminar on 10 July. With Ctrip being the largest online travel agency in Mainland China, the speakers explained how Hong Kong retail partners could promote their products and services by using Ctrip's platform.

Ctrip國際業務香港及台灣區總經理林俊暉及大住宿事業部副總經理（香港 / 澳門）白健勳於7月10日的研討會上，與65名會員分享Ctrip的成功故事。Ctrip作為中國最大的網上旅遊服務公司，兩位講者講解香港的零售夥伴如何利用Ctrip的平台來推廣他們的產品和服務。



Roy Ng, Chairman of the Small & Medium Enterprises Committee, and several committee members attended the Celebration of the 20th Anniversary of the Establishment of the HKSAR Government's Basic Law seminar, organized by the Basic Law Promotion Steering Committee, on 8 July. At the seminar, China Committee member Wilfred Tsui, as one of the panel speakers, shared his views on the relationship between the Basic Law and Hong Kong's development.

中小型企業委員會主席伍俊達與若干委員於7月8日出席由基本法推廣督導委員會舉辦的「慶祝特區成立20周年《基本法》專題研討會」。中國委員會委員徐奇鵬擔任大會的講者之一，就《基本法》與香港發展的關係分享個人見解。

Jennifer Chow, Associate Director for Marketing Effectiveness of Nielsen Hong Kong, shared her analysis and observations on the prospects for Hong Kong's retail sector with reference to the shopping behaviour of Mainland travellers at the Chamber's seminar on 18 July. She also provided useful insights on how to effectively use online commerce to tap into different demographics such as millennials to ultimately win at retail.

尼爾森香港營銷優化副總監周曉晴於7月18日的研討會上，以內地旅客的購物行為作為依據，分享其對香港零售業前景的分析和觀察。她亦提供實用的建議，闡釋企業如何有效利用網上商貿，以拓展不同年齡群組的市場（如千禧世代），務求在零售市場上取得最後勝利。



Frank Lee, Sylvia Chung and Joseph Leung were re-elected as Chairman and Vice Chairmen, respectively, of the Retail & Tourism Committee during its meeting on 27 June.

在委員會6月27日的會議上，李敬天、鍾慧敏及梁啟誠分別獲選連任新一屆主席及副主席。

Taxation Committee 稅務委員會



At a forum on Maintaining and Enhancing Hong Kong's Tax Competitiveness on 11 July, Michael Olesnick, Chairman of the Joint Liaison Committee on Taxation (JLCT); Marcellus Wong, Council Member of the Taxation Institute of Hong Kong; and Wilson Chow, Associate Professor and Head of Department of Professional Legal Education, Faculty of Law, The University of Hong Kong, discussed how Hong Kong could enhance the tax system and improve its competitiveness. The forum was chaired by Grace Tang, Chairman of the Taxation Committee.

總商會於7月11日舉行香港稅務競爭力論壇，由本會稅務委員會主席鄧卓敏主持。會上，稅務聯合聯絡小組主席何曆奇、香港稅務學會理事會成員王銳強，以及香港大學法律學院法律專業學系系主任周偉信，闡述如何優化香港的稅制及改善競爭力。

Taxation Committee 稅務委員會

The Chamber's LegCo Representative Jeffrey Lam updated members at the Taxation Committee's meeting on 6 July about his work in driving a key taxation policies. He also exchanged views with members on ways to enhance Hong Kong's tax competitiveness. During the meeting, Grace Tang, Yvonne Law and Alexandra Hui were re-elected as Chairman and Vice Chairmen of the committee, respectively, while Alice Leung was elected as Vice Chairman. The committee will oversee the drafting of the Chamber's tax proposals to the Government.

總商會立法會代表林健鋒於7月6日的委員會會議上，向委員講解他在推動若干主要稅務政策方面的工作，並就如何提升本港的稅務競爭力交流意見。會上，鄧卓敏、羅盛慕嫻和許碧玲分別獲選連任主席及副主席，梁愛麗獲選副主席。委員會將監督總商會提呈政府的稅務建議之草擬過程。

Ricky Tam, EY Hong Kong Executive Director, spoke about Hong Kong's court-free amalgamation regime at a Chamber roundtable luncheon on 7 July. His presentation covered the IRD's practice on assessing amalgamations as well as offered suggestions for taxpayers considering amalgamations in corporate restructuring exercises.

香港安永會計師事務所執行總監譚志雄於總商會7月7日的午餐會上，講解香港公司不經法院的合併制度，包括稅務局對合併的評稅方式，並為有意進行業務重組的納稅人提供行動建議。



Business-School Partnership Programme 商校交流計劃



About 200 students, teachers, principals and business executives attended the Chamber's Business-School Partnership (BSP) Programme 2016/17 Career Sharing cum Closing Ceremony on 5 July, capping off another successful year for the BSP programme. Details of the event are covered in another article in this edition of *The Bulletin*.

約200名學生、老師、校長和商業行政人員出席總商會於7月5日舉行的「商校交流計劃2016/17年度職業分享會暨閉幕禮」，為本年度計劃畫上了完美句號。有關活動詳情，請參閱本刊另文。

Talent Development 人才發展

Dr Andrew Ma, Founder & Executive Director of Chorev Consulting International Limited, spoke at the Chamber's seminar on 12 July about building long-term relations with the next generation of employees through establishing transformative and effective communications.



高宏國際顧問有限公司創辦人及行政總監馬文藻博士於7月12日的研討會上，講解如何透過革新和有效的溝通，與新一代的員工建立長期關係。

Kelvin Chua, Senior Executive Advisor at CEB, spoke at the Chamber's seminar on 13 July about the practice of open-source change management in co-creating change strategy to engage employees as active participants and shift ownerships to create a personal impact within organizations.

CEB高級執行顧問蔡輝明於7月13日的研討會上，闡述開源變革管理如何協助企業領袖與僱員共同制訂變革策略，推動雙方積極參與當中的過程，以及把執行權力轉移給員工，以發揮個人在機構內的影响力。



Young Executives Club 卓青社



Twenty-five YEC members had lunch with Adrian Cheng, Executive Vice Chairman and General Manager of New World Development, at COBO House on 30 June. Cheng explained his concept behind the brand The Artisanal Movement and the motto of “Collect, Connect and Collide” that has shaped the New World Group’s unique brand identity.

25名卓青社會員於6月30日在COBO House與新世界發展有限公司執行副主席鄭志剛共晉午餐。鄭先生向會員介紹集團全新的品牌The Artisanal Movement及其背後理念「Collect, Connect and Collide」，以凸顯集團獨一無二的品牌地位。



The Chamber Young Executives Club football team played three matches against other chambers and associations in the Reunification Cup – Invitation Football Tournament at the Jockey Club Kitchee Centre on 25 June. The event was jointly organized by Po Leung Kuk and the Hong Kong United Youth Association, with the support of nine local youth associations, including the Chamber YEC, to celebrate the 20th Anniversary of the Establishment of the HKSAR. The team had trained under the head coach of the Ronaldo Football Academy Hong Kong on 7 June.

卓青社足球隊於6月25日參加假賽馬會傑志中心舉行的「回歸盃足球邀請賽」，與其他商會及社團進行了三場賽事。是次活動由保良局和香港青年聯合會合辦，並獲九個本地青年團體支持，包括總商會卓青社，共同慶祝香港特區成立20周年。卓青社足球隊曾於6月7日與香港朗拿度足球學院的主教練進行訓練。



The Chamber Young Executives Club tennis team held its first tennis practice on 27 June at the Dynasty Club. The team will arrange more sessions to help members improve their tennis skills and prepare for future tournaments representing the Chamber.

卓青社網球隊於6月27日假皇朝會進行首次練習。網球隊將定期安排更多練習，協助隊員提升球技，為日後的賽事做好準備，以代表總商會出賽。



YEC Football Action 卓青社足球活動



The Young Executives Club football team participated in the The Reunification Cup – Invitation Football Tournament on 25 June, held to mark the 20th anniversary of the establishment of the HKSAR. The team played three matches against other chambers and associations at the Jockey Club Kitchee Centre.



The team held a training session on 7 June at the Aberdeen Sports Ground under the exclusive guidance of the Ronaldo Academy's head coach to drill on passes, kicks, and ball control. Members enjoyed the training as many of them had not had any previous formal football training.

Following positive feedback from members, further practice sessions will be organized for the team at later dates.

The tournament was jointly organized by Po Leung Kuk and the Hong Kong United Youth Association, with the support of nine local youth associations, including the Chamber YEC. 🌸

為慶祝香港特別行政區成立20周年，卓青社足球隊於6月25日參與假賽馬會傑志中心舉行的回歸盃足球邀請賽，與其他商會及聯會進行三場對壘。

球隊於6月7日假香港仔運動場進行訓練，由朗拿度足球學院主教練親自教授傳球、鉤球及控球技巧。大部分球員此前均無受過正規足球訓練，因此大家都樂在其中。

鑒於是次訓練廣獲球員好評，日後將為球隊安排更多訓練。

回歸盃足球邀請賽由保良局和香港青年聯會合辦，並獲得包括總商會卓青社在內的九個本地青年聯會支持。🌸

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✳️ TST Station Exit D2 or East TST Station Exit N2
Tel: 2730 8121 Fax: 2735 7093

Fo Tan Rm 1406, 14/F, Shatin Galleria, 18 - 24 Shan Mei St
(✳️ Fo Tan Station Exit B)
Tel: 3586 8180 Fax: 3586 9290





Welcoming New Members

Almost 100 executives and businesspeople from a diverse range of sectors attended the Chamber's New Members Welcome Reception on 17 July. Chamber CEO Shirley Yuen described the many services and benefits that the new members and their employees can enjoy as Chamber members. LegCo Representative Jeffrey Lam, General Committee member Yu Pang Chun and committee leaders mingled with the new members, who enjoyed a productive evening of networking while enjoying canapes and wine. 🍷



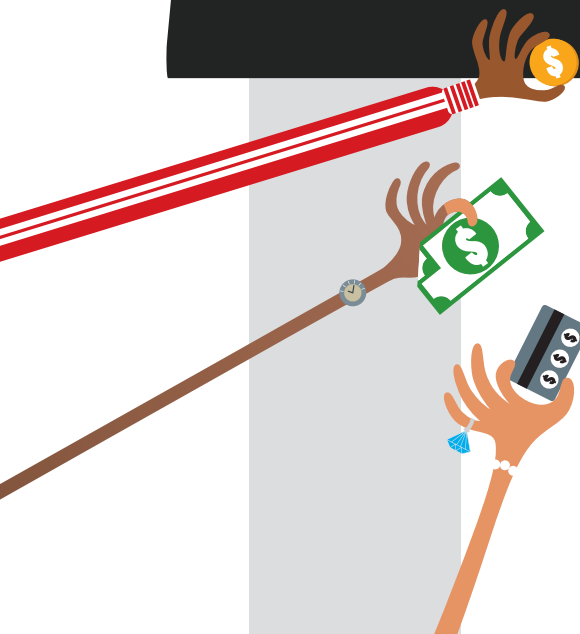
歡迎 新會員

來 自各行各業近100位行政人員及商界人士出席總商會於7月17日舉行的會員迎新酒會。會上，總商會總裁袁莎妮講解總商會會員及其僱員可享的眾多服務及福利。總商會立法會代表林健鋒、理事余鵬春及各委員會領導與新會員一邊暢談交流，一邊享用美酒小吃，共渡充實的一夜。✿





Visiting Hong Kong's First Crowdfunding Store 走訪香港首家眾籌店



The Chamber visited Backers, Hong Kong's first crowdfunding concept store, located in Tsim Sha Tsui's K11 shopping mall, on 13 July. Backers allows shoppers to test and buy products found on crowdfunding sites like Kickstarter and Indiegogo.

The delegation was hosted by Backers' founders, Damien Ng and Panda Ho, who spoke about crowdfunding in Hong Kong, as well as how Backers was founded. Members also tried out some of the crowd-funded products in the store.

"Backers provides a useful channel for selling things to the public, especially consumers who are keen about acquiring the latest gadgetry but are reluctant to make such purchases without having handled the product in person. We work with various crowd-funded projects all over the world which can be found on crowdfunding platforms such as Kickstarter, Indiegogo, zeczec, flyingV and Makuake to facilitate product interaction, promote customer experience, and hopefully enhance sales," said Ng.



總商會在7月13日走訪香港第一家眾籌概念店Backers。該店位於尖沙咀K11購物商場。Backers讓顧客試用及購買各類眾籌產品。這些產品皆可在Kickstarter或Indiegogo等眾籌網站上找到。

代表團一行人由Backers創辦人吳文俊及何松江接待。他們分別介紹了眾籌在香港的發展，以及Backers的創辦經過。各成員亦親自試用店內各種眾籌產品。

吳文俊說：「Backers提供一個實用渠道，向公眾銷售產品。他們當中包括喜歡追趕最新科技產品，但又一定要親自試用過方肯購買的顧客。我們與全球各地多個眾籌項目合作。這些項目皆可在眾籌平台如Kickstarter、Indiegogo、zeczec、flyingV及Makuake上找到。我們可藉此促進產品互動並改善顧客體驗，希望可以進一步增加銷路。」

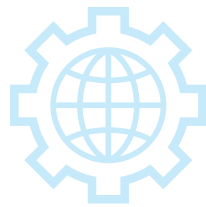
眾籌提供渠道籌集資金，以共同支持創新設計。這種方式已經愈來愈流行。根據市場調研機構Massolution在2015年所作的一項調查，全世界通過眾籌方式募集的資金估計已達340億美元，比2014年的160億美元多近兩倍。世界銀行指出，眾籌在中國的發展前景尤好，其總金額在2025年可達500億美元，佔全球總額960億美元逾半。✿

Crowdfunding has increasingly become a popular means of raising money to collectively support innovative ideas. In a 2015 Massolution study, it was estimated that US\$34 billion had been raised worldwide through crowdfunding, more than double the US\$16 billion recorded in 2014. According to the World Bank, the outlook for crowdfunding is especially promising in China and can potentially reach US\$50 billion by 2025, accounting for more than half of the global total of US\$96 billion. ✿



Live and Work in a World of Technology

在起居及工作中利用科技

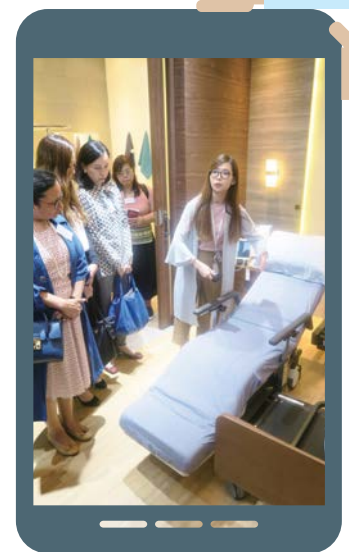


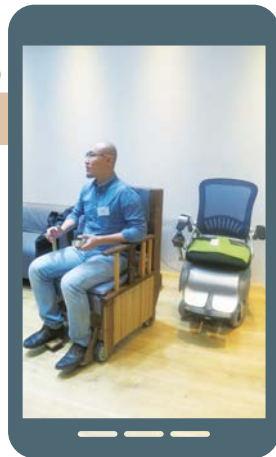
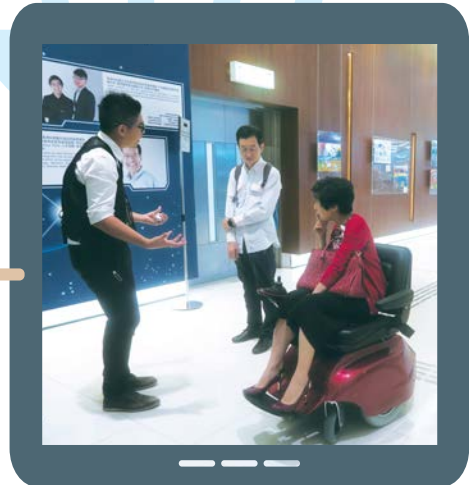
E-commerce is becoming a way of life among global shoppers, while FinTech is promising to transform the financial sector. At the same time, we are all getting older. An ageing population is creating new challenges for many countries, and new technologies are seen as solutions to these challenges that will transform the way that we live and work. Consequently, it is essential that more momentum and resources are injected into the local R&D sector if it is to transform Hong Kong into a technology-driven economy.

The Hong Kong Science Park (HKSP) is a key player in efforts to achieve this through its nurturing of innovative technology. To explore how the latest smart technologies are creating new opportunities, 40 members visited HKSP on 4 July to view and try out locally developed innovative technologies in e-commerce, FinTech and healthy ageing.

“The technology demonstrations done by Science Park’s partner companies have inspired each other to catalyze commercial opportunities and to synergize innovation development,” said Nicholas Brooke, General Committee member, who led the Chamber delegation.

Members also got to experience age-friendly technologies at the “Smart Living@Science Park – Ageing in Place,” a 500 sq ft show flat built around the theme of healthy ageing. It enables the public to understand how technologies can be integrated into the home to enhance the well-being of the elderly, and inspire businesses to consider entering the growing elderly market. ❀





電子商貿風行全球消費者、金融科技在財經界掀起風潮。與此同時長者數目日增，人口老化成為全球不少經濟體一大挑戰。面對這些課題，我們可應用新科技改善起居及工作方式以資應對。故此，香港若要轉型為科技主導的經濟體，就需向本地研發部門注入新動力和資源。

香港科學園主力培育創新科技，是推動有關發展的重要一環。40位會員為探索新智能科技為企業帶來的機遇及好處，在7月4日造訪科學園，以參觀及試用本地電子商貿、金融科技及樂齡科技的創新產品。

是次考察團由總商會理事蒲祿祺率領。他表示：「科學園夥伴公司所展示的科技能互相啟發，並催化新商機，更可在創新發展上締造協同效應。」

會員亦在「智慧生活@科學園——家居安老體驗館」親身體驗樂齡科技。體驗館是一個面積五百呎的示範單位，以健康樂頤年為主題，讓公眾了解如何把科技融入家居，令長者生活得更安康，並鼓勵商界進軍日益增長的銀髮市場。✿



For the Love of Art 卓青社與鄭志剛午餐樂聚

The Chamber's Young Executives Club hosted a networking luncheon featuring guest speaker Adrian Cheng, Executive Vice Chairman and General Manager of New World Development, at the COBO HOUSE on 30 June.

Cheng spoke about New World Development's latest residential projects, and shared his insights behind the company's *The Artisanal Movement* brand and its motto "Collect, Connect and Collide." Emphasizing his belief that everyone is an art lover, Cheng has integrated contemporary arts into his group's building designs to distinguish them from other companies' properties. Through the collection of art, "connections" will be built through appreciating art, and new ideas and people will "collide" for better living, said Cheng.

Located at South Lane, Sai Wan, the COBO HOUSE incorporates Cheng's ideas and is intended to provide a space for the "Community of Bohemians" – people with different tastes in arts. Not only was this dessert bar cum restaurant designed by Cheng, he also sourced every art piece there from around the world.

Maurice Kong, Assistant General Manager – Food & Beverage of New World Development, took members on a tour of the restaurant to learn about the artworks. Members then went up to the rooftop garden to learn about the "farm to table" philosophy and planting system that supplies the restaurant with fresh vegetables.

Prepared by renowned pastry chef Janice Wong, each dish of the three-course lunch was like a work of art, beautifully presented and delicious. Members were able to get a good understanding of Cheng's vision and passion in arts, which he has successfully turned into a unique business concept. 🌸



Chamber in Review 活動重溫



總商會卓青社在6月30日於COBO HOUSE舉行午餐聚會。會上特邀新世界發展有限公司執行副主席兼總經理鄭志剛為主講嘉賓。

鄭志剛在演講中談及新世界發展旗下最新住宅項目，並分享公司The Artisanal Movement品牌及其口號「Collect, Connect and Collide」的理念。他強調，每一個人都可以愛好藝術。鄭志剛並致力把現代藝術融入旗下建築設計，與其他發展商物業區別開來。他表示，人們「收集」（Collect）藝術品，通過欣賞藝術建立「連繫」（Connections），人與人之間也在進行理念的「交鋒」（Collide），讓生活更美好。

COBO HOUSE座落西環南里，是結合鄭志剛的理念的眾多項目之一。項目旨在建立一個「波希米亞社區」，成為聚集不同藝術愛好者的小聚落。鄭志剛親手設計這家甜點店兼餐廳。餐廳內展示的藝術品更是他親自從世界各地搜羅。

在午餐前，新世界發展有限公司助理總經理（餐飲服務）江志恒帶領一眾會員參觀餐廳，並解釋每一件藝術品的故事。會員其後登上天台花園，以了解「由農場直送餐桌」的背後理念。他們並參觀了可以確保餐廳獲得充足新鮮菜蔬供應的種植系統。

著名香港甜點師黃慧嫻更特地為大家精製三道菜午餐。每一道菜既是精緻的藝術品，也是佳餚美點。各會員亦可透徹了解鄭志剛對藝術的理念和熱忱。他成功地把這份理念和熱忱轉化為一個成功的商業模式。✿





BSP Caps Year with Career Sharing at 商校交流計劃職業分享會及閉幕禮

To wrap up another successful year for the Business-School Partnership (BSP) Programme, the Chamber held a career-sharing session and closing ceremony on 5 July, with 24 executives from the Chamber's Young Executives Club (YEC) sharing their experiences with around 100 students from 17 secondary schools.

Tam Kim Hung, Representative of the Association of English Medium Secondary Schools; Tam Yat Yuk, Chairman of the Association of Chinese Middle Schools; and Chamber CEO Shirley Yuen presented certificates and souvenirs to company representatives, outstanding students as well as student ambassadors.

Chamber CEO Shirley Yuen thanked companies and schools for their participation and support throughout the year, while urging more companies and schools to join the BSP programme. Four groups of student ambassadors from the HKGCC Student Ambassadors Programme spoke about their activities during the year, including attending business conferences to learn from successful business leaders and



enhance their understanding of the business world and recent policies in Hong Kong.

This year's BSP saw a record 42 companies and 37 schools participate, with around 80 activities held during the year. These included company visits, career talks, soft skills workshop and even job shadowing for students to get a taste of different jobs. Students described the programme as useful and meaningful, as it allowed them to get a taste of the business world and learn practical knowledge outside of the classroom.

During the career-sharing session, the YEC professionals spoke about their experiences and advised the students to identify suitable career paths and on how to equip them-



However, it is also important for people to truly think about whether starting a business is suitable for themselves and if they possess self-discipline and the ability to take risks. Adrian Chau, Director of Shun Yuen Construction Co Ltd, told students that running a business requires having to manage a lot of things and always thinking about how to earn revenue.

“Try more jobs to widen your horizons and accumulate more experience for personal growth in order to find your most suitable career,” said Alison Mo, who has worked in the financial industry and is now a barrister. She encouraged students to jump out of their “comfort zone” and not to restrict themselves in just one industry in order to develop a wider career path.

Twenty HKGCC student ambassadors from four secondary schools formed a working group, which met weeks before the ceremony, to help the Chamber organize the event as well as provide on-site support and serve as MCs at the event. These student ambassadors gained valuable experience in planning and executing a corporate event. ❀

Closing Ceremony

selves with useful skills for the job market.

The growing popularity of startup companies has led more students to question whether to start their own business or work in a company after graduation. As a young entrepreneur who first started a business when she was 15, Bobo Pak, CEO of East Technologies Ltd, shared about how she accomplished that.

“I started my own business mainly due to personal interest, but there were actually many challenges so it is important to balance your idea with execution,” said Pak. She advised students who want to start their own business to prepare carefully by creating a business development plan, finding a source of capital, and understanding who their target customers would be.



Member companies interested in participating the Business-School Partnership Programme can contact kylie@chamber.org.hk for more information or fill in the Company Sign-up Form inserted (or scan the QR code).



本 年度的「商校交流計劃」已圓滿結束，總商會於7月5日特此舉辦職業分享會及閉幕禮。會上，總商會卓青社的24位行政人員與來自17間中學約100位學生分享經驗。

香港英文中學聯會代表譚劍虹校長、香港中文中學聯會主席譚日旭校長及總商會總裁袁莎妮向一眾企業代表、傑出學生和學生大使頒發證書和紀念品。

本會總裁袁莎妮感謝各企業和學校在過去一年的參與和支持，並呼籲更多企業和學校參加「商校交流計劃」。來自總商會「學生大使計劃」的四組學生大使介紹他們於年內進行的活動，包括出席商業會議，向成功的商界領袖學習，讓他們增進對商業世界和本港近期政策的認識。

今年有42家企業和37間學校參與計劃。年內合共舉辦約80項活動，包括企業考察、就業講座、軟技巧工作坊及工作影子活動，讓學生體驗不同的職業。學生認為計劃實用和甚有意義，讓他們有機會接觸和認識商業世界，學習課堂以外的實用知識。

在當天的職業分享會上，卓青社的專業人士暢談他們的經驗，勉勵學生尋找合適的就業出路，並學習實用的技能，為投身職場做好準備。

初創企業的蓬勃發展，令不少學生



思考畢業後應該創業還是就業。東科技之網頁設計公司行政總裁白家寶開展個人業務時只有15歲，作為一位年青企業家，她樂於與學生分享其成功之道。

白家寶說：「我之所以開設個人業務，主要源於個人興趣，但實際上卻困難重重，因此你必須在理念與實踐上取得平衡。」她建議有意創業的學生作好妥善的準備，包括訂立一個商業發展計劃、尋找資金來源，以及認定公司的目標顧客。

然而，人們也得認真考慮自己是否適合創業、有否自律性，以及能否承擔風險。順源建築有限公司董事周智輝向

學生表示，經營一家公司要兼顧很多事情，還要不斷思考怎樣賺錢。

曾從事金融業、現任職大律師的毛國萍指出：「多嘗試不同的工作，以拓展視野，並累積更多的人生經驗，以尋找最適合自己的職業。」要擴闊就業出路，她鼓勵學生跳出自己的「舒適區」，不要把自己局限於單一行業。

來自四間中學的20名總商會學生大使組成一個工作小組。成員於閉幕禮前的幾個星期開會，協助總商會策劃是次活動的各個細節，並提供現場支援及擔任司儀。這些學生大使從中獲得了寶貴的經驗，學懂如何籌備和執行項目。



各會員公司如有趣參與「商校交流計劃」，請電郵至 kylie@chamber.org.hk 以了解詳情，或填妥公司報名表格（或掃瞄QR碼以下載公司參加表格）。



Mark Your Diary



Download our app
HKGCC Mobile

31 Aug

Townhall Forum
with John Leong,
Chairman of
Hospital
Authority



1 Sept

Town Hall
Forum with
Rimsky Yuen,
Secretary for
Justice



25 Sept

Town Hall
Forum with
Paul Chan,
Financial
Secretary



What's On Listings

(Our events from August to September)

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



AUGUST-SEPTEMBER

Aug

10

Enhancing Supply Chain Risk Management Skill

15

The Myth of Performance Management

YEC x HKICPA Whisky Tasting with Dark
Chocolate Pairing

17

Mindful Leadership

23

Embrace Organizational Changes to Produce
Results

24

YEC ExCo Meeting

28

360 Degree Credit Risk Cycle Management

29

Essential Will & Skills for Young Executives'
Next Step Up

WEC Meeting

30

YEC Network & Learn:
E-commerce X Influencer Marketing

31

Meet the Female Entrepreneur and Discover the
Ancient Skin Remedies

Townhall Forum with John Leong, Chairman of
Hospital Authority

Sept

1

Town Hall Forum with Rimsky Yuen,
Secretary for Justice

Entrepreneur Series EGL

5

Economic Policy Committee Meeting

Taxation Committee Meeting

6

YEC x WEC Networking & Learn: Everest
Conqueror

7

Tips for Effective Warehouse Management

7

Employment Dispute Resolution in Hong Kong

8

ChairCom Meeting

Building Better Client Relationships

25

Town Hall Forum with Paul Chan, Financial
Secretary



31 Aug

Meet the Female
Entrepreneur and
Discover the Ancient
Skin Remedies



7 Sept

Employment
Dispute
Resolution in
Hong Kong



Career Jobs
Talent Strategy Innovation

TRAINING & DEVELOPMENT

Learn Concept Success
Goals Employee



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



Effective Negotiating

有效談判

Objective

During this workshop, participants will:

- Apply a process for planning and conducting negotiations systematically and effectively
- Practise the interpersonal skills of negotiation in a series of exercises and role plays
- Evaluate their personal negotiating style through self-evaluation and peer feedback
- Explore common negotiating tactics and how to respond to them.

目標

在是次研討會上，參加者將：

- 運用一項流程，以便有系統和有效地規劃和實施各種談判
- 通過一系列練習和角色扮演活動，鍛煉談判中的人際交往能力
- 通過自我評價和同行反饋來評估個人談判風格
- 探究共同的談判策略及如何作出回應。

Trainer : Anthony Brophy, Managing Director of H. R. Solutions

導師：董事總經理

Date : 30 August 2017

日期：2017年8月30日

Time : 9:15 a.m. - 5:15 p.m.

時間：上午9時15分至下午5時15分

Venue : HKGCC Theatre, 22/F United Centre

地點：金鐘統一中心22樓香港總商會演講廳

Language : English

語言：英語

Fees : Member \$2,280 / Non-member \$2,880 (lunch not included)

費用：會員 \$2,280 / 非會員 \$2,880 (不包午餐)



Anthony Brophy,
Managing Director of H. R. Solutions

Anthony Brophy,
H. R. Solutions 董事總經理

Strategic Storytelling

策略性講故事

Stories are an effective way to transmit important information and values. Stories that are personal and emotionally compelling engage more of the brain, are better remembered and more likely to provoke a positive response, than simply stating a set of facts. This workshop will introduce you to the power of storytelling for effective communication.

故事是傳遞重要資訊及價值觀的有效方法。說一個扣人心弦及情感豐富的故事，比起簡單地陳述一組事實更能使人牢牢緊記，更有機會激發起積極的回應。此工作坊能讓學員了解故事的力量，從而達致有效的溝通。

Trainer : Eric Sampson, Senior Executive Consultant, Connect Communication

導師：高級行政顧問

Date : 31 August 2017

日期：2017年8月31日

Time : 9:15 a.m. - 11:45 a.m.

時間：上午9時15分至11時45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 \$680 / Non-member \$880 (include morning refreshments)

費用：會員 \$680 / 非會員 \$880 (包早點)

費用：會員 \$680 / 非會員 \$880 (包早點)

費用：會員 \$680 / 非會員 \$880 (包早點)

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費用：會員 \$680 / 非會員 \$880 (包早點)

費用：會員 \$680 / 非會員 \$880 (包早點)



Eric Sampson,
Senior Executive Consultant, Connect Communication

Eric Sampson,
Connect Communication 高級行政顧問

Tips for Effective Warehouse Management

高效倉儲管理小貼士

The operational efficiency of warehousing can effectively help businesses save money and at the same time satisfy both strategic requirements and clients' demands. This workshop will enhance participants' understanding of the latest approaches and technology in modern warehouse management.

提升倉儲的運作效率，有助企業降低營運成本，並能滿足公司的戰略需要和客戶需求。本工作坊可讓參加者深入了解現代倉儲管理的最新方法及技術。

Trainer : Ir. Dr. Irene Poon, DBA, MBus, CMILT, MHKIE, FMSTLA

導師：潘慧娟博士

Date : 6 September 2017

日期：2017年9月6日

Time : 2:30 p.m. - 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 \$780 / Non-member \$980 (includes coffee/tea refreshments)

費用：會員 \$780 / 非會員 \$980 (包茶點)



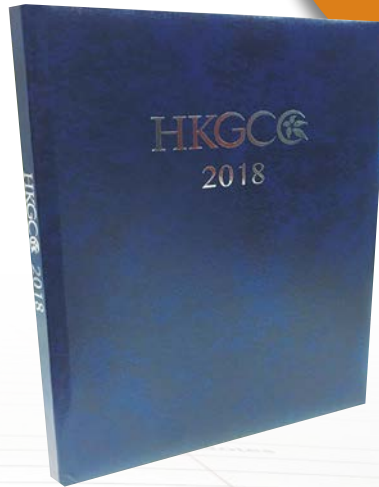
Ir. Dr. Irene Poon,
DBA, MBus, CMILT, MHKIE, FMSTLA

潘慧娟博士
DBA, MBus, CMILT, MHKIE, FMSTLA

2018 Chamber Diary

香港總商會日記簿

HKGCC's executive diary is an ideal gift for yourself or your clients. With an elegant design that conveys a professional corporate image, it is packed with essential business information, and useful telephone numbers, including government departments and consulates in Hong Kong.



We are offering an 'early-bird' discount on orders placed on or before 29 September 2017 so book your copy NOW!
2017年9月29日或之前訂購，可享提早訂購折扣優惠，訂購從速！

香港總商會行政人員日記簿設計典雅大方，帶出專業的企業形象，送禮自用兩相宜。日記簿內頁更備有重要的營商資訊，包括香港各大政府機構及領事館的聯絡電話，助您緊握商機。

(Photo for reference only 圖片只供參考)

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