

工商月刊

BULLETIN

HKGCC: THE VOICE OF BUSINESS IN HONG KONG

JANUARY 2018

GROWING THE
GREATER BAY
AREA PIE
擴展大灣區
經濟規模

MISSION
TO BEIJING
總商會訪問北京

COP23 PRODUCES
CONCRETE RESULTS
氣候變化大會取得具體成果

Hong Kong plays its part
in tackling climate change
香港為應對氣候變化出一分力

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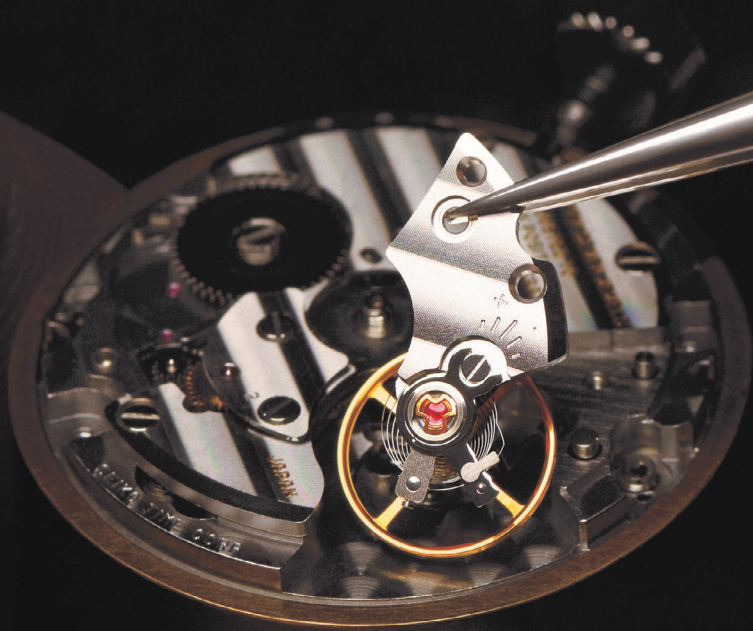
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擴展大灣區 經濟規模

過去十年，中國內地經歷了重大的發展和變革，已崛起成為全球第二大經濟體。近日閉幕的中共十九大為中國注入新動力，提出了新思想、新想法，為國家制定新方向，標誌著中國將進入另一個發展新時代。總商會高層代表團上月訪問北京期間，內地高官均表示有信心於2050年實現全面建成「社會主義現代化強國」的國家目標。

香港具備國際網絡、完善的法治及金融和專業服務知識，對達成此目標能扮演重要角色。雖然國家近年生產力飆升，惟香港企業對促進內地轉型的過程仍可發揮增值作用。

習近平主席在十九大報告中指出，香港需融入國家發展藍圖，尤其是粵港澳大灣區倡議，皆因大灣區對支持「一帶一路」的雄圖偉略起著補足的作用。我們拜會國家商務部時，得知國內企業單在2017年首三季已對「一帶一路」沿線64個國家投資了96億美元。此外，「一帶一路」沿線44個國家及地區亦已設立了75個境外經貿合作區，約3,400家中國企業在區內開展業務。

「一帶一路」對規模較小的港企而言或許過於艱鉅及遙遠，惟鄰近的大灣區發展絕對可為本地商界帶來龐大的機遇。大灣區的GDP總值約為1.3萬億美元，可媲美大東京區（GDP為1.8萬億美元）和紐約（GDP為1.7萬億美元）。

然而，大灣區的人口約6,700萬，遠比東京（4,400萬）和紐約（860萬）為多。該區佔地較廣，我們於訪京期間亦得悉，其發展方向旨在解決廢物管理、住房、長者護理和青年就業等重要議題，這正好為香港提供商機。隨著大灣區城市致力邁向其各自的目標，香港可充當一個研發和融資平台，與其他城市互補優勢，例如深圳的世界級創新科技及區內的高端製造潛力。

大灣區內城市的重新定位和合作水平之提高，應有助香港進一步發展成為國際資產管理中心及企業財資中心。然而，先決條件是要吸引大量內地企業（國有企業和私人公司）來港開設業務。大灣區規劃的成功也將取決於區內人才、資本和資訊的自由流通。

踏入2018年，我謹祝各會員新年進步、生意興隆！我向大家保證，總商會將在未來日子繼續全力協助會員深入了解香港可如何參與大灣區和「一帶一路」規劃。✿

Growing the GBA Pie

The Mainland's development has undergone remarkable changes and reforms in the past decade and emerged as the world's second largest economy.

New fuel has been added with the recently concluded 19th CPC National Congress, fostering new thinking, new ideas and charting new directions for the country. China is set to enter another new era of development. Senior Mainland officials that members met during the Chamber's high-level mission to Beijing last month were bullish on reaching the national goal of becoming a "great modern socialist country" by 2050.

Hong Kong has an important role to play in achieving this objective, given our international connections, rule of law and expertise in financial and professional services. While the Mainland's productivity has skyrocketed in recent years, Hong Kong businesses still have a value-added role to play in facilitating the restructuring processes.

In his report to the 19th CPC National Congress, President Xi Jinping spoke of the need for Hong Kong to be incorporated into the national development blueprint, especially in relation to the Greater Bay Area (GBA) initiative, which is expected to play a complementary role to support the colossal Belt and Road (OBOR) strategy. In our meeting with the Ministry of Commerce, we learned that in the first three quarters of 2017 alone, Mainland enterprises had invested US\$9.6 billion in 64 countries along the OBOR. In addition, 75 overseas economic and trade cooperation zones have been set up in 44 countries and regions along the Belt and Road, and about 3,400 Chinese companies have set up operations in the zones.

While the OBOR may sound too daunting for smaller Hong Kong companies for the time being, closer to home, the GBA development definitely offers tremendous opportunities for the local business community. With a combined GDP of approximately US\$1.3 trillion, the GBA is in the same rank as the Greater Tokyo Area (GDP US\$1.8 trillion) and New York (GDP US\$1.7 trillion).

However, the GBA has a far larger population of almost 67 million, compared to 44 million and 8.6 million in Tokyo and New York respectively. It also covers a far greater land mass. As we learned while in Beijing, the GBA is looking for solutions to crucial issues, such as waste management, housing, elderly care, and youngsters' career development. These provide opportunities for Hong Kong. As GBA cities strive to achieve their individual objectives, Hong Kong is the platform for R&D development and financing. This would complement, for example, Shenzhen's world leading innovative technologies and the region's high-end manufacturing capabilities.

The re-positioning of cities within the GBA and new level of cooperation should help Hong Kong's further development into an international asset management centre and corporate treasury hub. However, the prerequisite will be to create a critical mass of Mainland enterprises (both SOEs and private companies) locating in Hong Kong. The success of the GBA initiative will also rely on having a free flow of talent, capital and information across the region.

As we embark on 2018, may I wish all of you a happy and prosperous New Year, and assure you that your Chamber will be working hard in the months ahead to help members understand more about how Hong Kong can participate in the GBA and OBOR initiatives. ✿

January 2018 Contents 目錄



Mainland Maintains Steady Path 內地穩步增長

Concerted efforts by Central Government to transform economy mean that stable growth is likely to continue
中央政府力促經濟轉型，增長可望維持穩定

18



Family Fortunes 代代相傳

After 110 years, Wing On remains a key part of Hong Kong's retail landscape
經歷110載，永安仍然在本港零售業佔一重要席位

34



Christmas Cheer! 同賀聖誕！

Members enjoy the festivities at the Chamber's annual cocktail party
會員在總商會一年一度的聖誕聯歡酒會上歡慶佳節

62



Build Build Build 大建特建

The "golden age" of infrastructure development is dawning in the Philippines, which promises to spur new opportunities for Hong Kong companies
菲律賓正踏入基建發展的「黃金時代」，可望為香港企業帶來新機遇

68

Talking Points 議論縱橫

- 01 Growing the GBA Pie
擴展大灣區經濟規模
- 04 New Challenges Require Proactive Tax Reforms
積極改革 迎接新挑戰
- 06 Gearing Up For a Promising 2018
為美好的2018做好準備

Special Feature 專題報導

- 24 Make Your Hong Kong Will Watertight
訂立周全的香港遺囑

Entrepreneur Series 企業家系列

- 30 Caring Approach to Ageing
長者護理方案

Off Business 品味人生

- 46 Hearty Fare
窩心盛宴

Member Profile 會員專訪

- 40 Blooming Business
繁花盛放
- 42 Connecting the World
接通世界
- 44 Investing in Human Capital
投資人力資本

China in Focus 中國焦點

- 48 Inventing a Brighter Future
開創更光明未來



Mission to Beijing
總商會訪問北京

08



Hong Kong General Chamber of Commerce
香港總商會1861

The Voice of Business 商界之聲

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

Chamber in Review 活動重溫

- 66 COP23 Produces Concrete Results
第23屆聯合國氣候變化大會
取得具體成果
- 72 Welcome to the Chamber!
歡迎加入總商會！
- 74 Strengthening Hungarian Ties
與匈牙利加強聯繫

- 76 Bahrain: The Secret Is Out
巴林解密
- 80 Yuletide Fun for YEC
卓青社聖誕聯歡



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New Challenges Require Proactive Tax Reforms

As we enter 2018, the tax reform proposals in the U.S. will have a significant impact on the global economy and could lead to an influx of overseas liquidity back into the United States. As economic uncertainties prevail, we have to adjust our tax policies accordingly. I hope that the Hong Kong Government will offer tax concessions and tax cuts to enhance our competitiveness and attract talent.

The Government needs to include the group loss relief and loss carry-back arrangements that the business community has been advocating for a long time. The two-tier profits tax system should also be put in place as soon as possible to ease the tax burden on SMEs and attract corporate groups to set up their regional headquarters in Hong Kong.

To alleviate the operating pressure faced by SMEs, the Government should consider waiving business registration fees and licence fees to help them through this tough time.

For Hong Kong residents working in the Mainland, I hope that the Government will adopt a flexible mindset in reviewing Section 39E of the Inland Revenue Ordinance, and refer to the special tax provisions for cross-boundary workers in the European Union. Such provisions would allow Hong Kong residents who are working in the Mainland for no longer than 183 days to pay tax only in Hong Kong.

Tourism is an important pillar of our economy. I suggest the Government invest more resources to diversify tourism products which feature Hong Kong characteristics. For example, it could introduce cross-boundary cruises sailing between Guangdong, Hong Kong and Macao.

The Administration should also consider waiving the duty on spirits to benefit the catering industry and promote Hong Kong's international status in wine trading.

The high cost of housing in Hong Kong also discourages professionals from staying to pursue their careers, and foreign talent from working or starting a business in Hong Kong. To reduce housing expenses, I propose that the Government should revise downward the rates on all classes of property by 1% to 4%. A rental allowance should also be considered to help the public alleviate the pressure of living.

Hong Kong has to innovate to keep pace with change around the world, so we can enjoy the benefits of a prosperous economy. I hope that the upcoming budget will demonstrate the Government's determination to push forward reforms and include measures to address businesses' needs, enhance the existing tax system, attract companies and talent to Hong Kong, as well as ease the burden on SMEs. 🌸

積極改革 迎接新挑戰

踏入2018年，美國稅改方案將對環球經濟大有影響，並有可能帶動巨額的海外游資回歸美國本土。未來一年經濟環境充滿變數，我們要調整稅務政策，作出突破。我期望香港特區政府能夠推出稅務優惠及下調稅率，以提升我們的競爭力，並吸引人才來港。

政府需要將商界一直提倡引入的「集團虧損寬免」及「本年虧損轉回」安排納入議程，並盡快落實「兩級制利得稅」，減輕中小企的稅務負擔，並吸引企業集團來港設立地區總部。

針對中小企面對的經營壓力，政府應考慮豁免商業登記費，以協助他們渡過難關。

我亦期望政府能運用靈活的思維去檢討《稅務條例》第39E條，同時仿效歐洲制定的《邊境城市稅務條例》，容許在內地工作超過183日的港人，只需繳付香港的稅項。

旅遊業是香港重要的經濟支柱。我建議政府投入更多資源，令香港旅遊產品更具特色及多元化，如推動粵港澳遊艇「自由行」等。

政府亦應考慮取消烈酒類產品的應課稅品稅，以提升香港在酒類貿易的國際地位，同時令餐飲等行業受惠。

另一方面，香港居住成本甚高，不利專才留港發展，遑論吸引海外專業人士來港創業及工作。為減輕住屋開支，我建議政府下調各類物業差餉一個百分點至4%，並考慮增設租住樓宇免稅額，紓緩市民的生活壓力。

香港要與時並進，以創新的思維跟上世界的轉變，讓我們得以享受經濟成果。我期望在未來的財政預算案中看到政府改革的決心，並回應商界的訴求，優化現行稅制，吸引企業及人才來港落戶，以及緩解中小企的負擔。🌸

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CEO Comments 總裁之見

Gearing Up For a Promising 2018

As we embark on 2018, may I wish you all a happy and prosperous New Year! Although the outlook for Hong Kong is positive, there are several reasons to be cautious, not least the asset bubbles that continue to climb to record highs.

The period of easy money may well be coming to an end, as central banks ramp up the pace of interest rate normalisation and quantitative tightening. This unwinding process may take place uneventfully or it could turn into something quite messy.

One thing members can be sure of, however, is that the Chamber will be doing its utmost to help them maximize the opportunities that arise and avoid the possible potholes. This means keeping them abreast of market opportunities and challenges both at home and overseas. As the saying goes: "To be informed is to be empowered."

I believe that as the national initiatives of the Belt and Road and the Greater Bay Area begin to mature and gain momentum, Hong Kong stands to benefit immensely from our role as the preferred gateway between the Mainland and the rest of the world.

Although the opportunities presented are unparalleled, so too are the challenges. To assist members navigate the process of entering unfamiliar markets, the Chamber will be devoting more resources to organising seminars on issues of topical interest, as well as sending overseas missions to up-and-coming markets.

As the largest Chamber in Hong Kong, we enjoy close working relationships with chambers of commerce and governments around the world. This enables us to offer members unrivalled access to senior officials in government and semi-government agencies, which delegates value highly. A recent example is our high-level mission to Beijing, which you can read about in this issue.

Another key initiative that the Chamber will be pursuing in 2018 concerns encouraging the Government to take a sensible approach to lawmaking. We have been calling for the Government to adopt a systemic and methodical process for evaluating new and existing regulations to ensure they serve their intended purpose, and without burdening businesses and the public with compliance costs and red tape.

We realise that this will take time, but we are committed to bringing about meaningful change, such as the two-tiered tax proposal which the Chamber lobbied long and hard for before the Government took it on board.

Overall the signs are quite encouraging, given the Chief Executive's assertion in her maiden Policy Address to review and remove outdated regulations – although these are currently focused on the development of new-economy activities. We are optimistic, however, that this exercise will be broadened in scope to include all regulations.

With the proliferation of new technology, the Chamber is also actively looking into ways to better communicate and engage with members. Your feedback and views are important in helping us help you. Do let us know how we are doing so we can serve you better.

Last, but by no means least, if you have not yet done so, please remember to renew your Chamber membership so that you do not miss out on what promises to be a very exciting 2018. 🌸

為美好的2018 做好準備

踏入2018年，我謹祝各位新年快樂、生意興隆！儘管香港前景向好，惟有數個原因促使我們要保持謹慎，尤其是資產泡沫屢創新高。

隨著環球央行加快利率正常化和量化緊縮的步伐，銀根寬鬆時期或將告終。這個緊縮過程或能安然度過，但也可能演變成一個爛攤子。

然而有一點大家可以肯定的，就是總商會定當竭力緊貼本地和海外市場的最新訊息，讓會員充分把握當中的機遇，以及避免可能出現的顛簸；正所謂「知識就是力量」。

我相信，隨著國家的「一帶一路」倡議和大灣區規劃的發展日趨成熟，香港作為貫穿內地與全球各地之間的首選門戶，定當受益匪淺。

機遇空前，挑戰亦然。為協助會員進軍一些他們並不熟悉的市場，本會將投放更多資源舉辦研討會，探討企業所關注的熱門議題，並率團外訪一些新興市場。

總商會作為全港最大規模的商會，一直與世界各地的商會和政府緊密合作。這讓我們得以為會員提供獨家的機會，與政府和半官方機構的領導接觸，而團員亦十分重視這些良機。我們近日舉辦的北京高層訪問團便是一例，詳情請看另文。

本會將於2018年進行的另一項重要倡議，是鼓勵政府明智立法。我們一直促請政府採用一個有系統、有條理的程序來評估新舊法規，以確保它們達到預期目的，而企業和市民亦無需承受合規成本和繁瑣程序的負擔。

我們明白改變需時，但我們將繼續致力促進有意義的轉變，例如本會長期以來大力提倡的兩級制利得稅，近日終獲政府採納。

整體而言，種種跡象皆令人鼓舞，而行政長官亦在其首份《施政報告》中表明會檢討和取締過時的法例。儘管當局目前只集中檢討與新經濟活動發展相關的法規，惟我們相信這項工作將延伸至涵蓋所有法例。

隨著新科技不斷湧現，本會正積極尋找方式，以加強與會員的溝通和接觸。您的寶貴意見和建議對本會十分重要，可協助我們提升會員服務。歡迎閣下與我們分享想法，讓我們能夠做得更好。

最後，如果閣下仍未續會，請謹記更新您的總商會會籍，以免錯過我們精彩的2018年活動。🌸

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Chamber delegation and government officials discuss China's innovation, economy and Hong Kong's role in national development
總商會代表團與政府官員討論中國的創新發展、經濟，以及香港在國家發展中的角色

The 19th National Congress, which concluded in Beijing in October, has ushered in a new era for China that is creating a wealth of opportunities for Hong Kong.

The five years since the last National Congress have seen tremendous advances in the Mainland, from huge reductions in poverty levels to breakthroughs in science and technology. Major initiatives such as the Belt and Road Initiative (OBOR) and the Greater Bay Area (GBA) suggest that development is set to continue at a rapid pace.

Hong Kong has a crucial role to play in the nation's continuing progress and success. To discuss the outcomes of the National Congress, senior Mainland officials welcomed a high-level delegation from Hong Kong's business community to Beijing on 4-5 December.

Stephen Ng, Chairman of the Hong Kong General Chamber of Commerce, led the 27-member, high-level delegation, which was received by You Quan (below), Secretary, Secretariat of the Central Committee of the Communist Party of China and Director-General, the United Front Work Department of the CPC Central Committee.



Mission to Beijing

總商會訪問 北京



With the recent conclusion of the 19th National Congress, Chamber members were eager to gain a first-hand understanding of the country's new policy direction, and also share our view with the Central Government on how Hong Kong can contribute to the country's development.

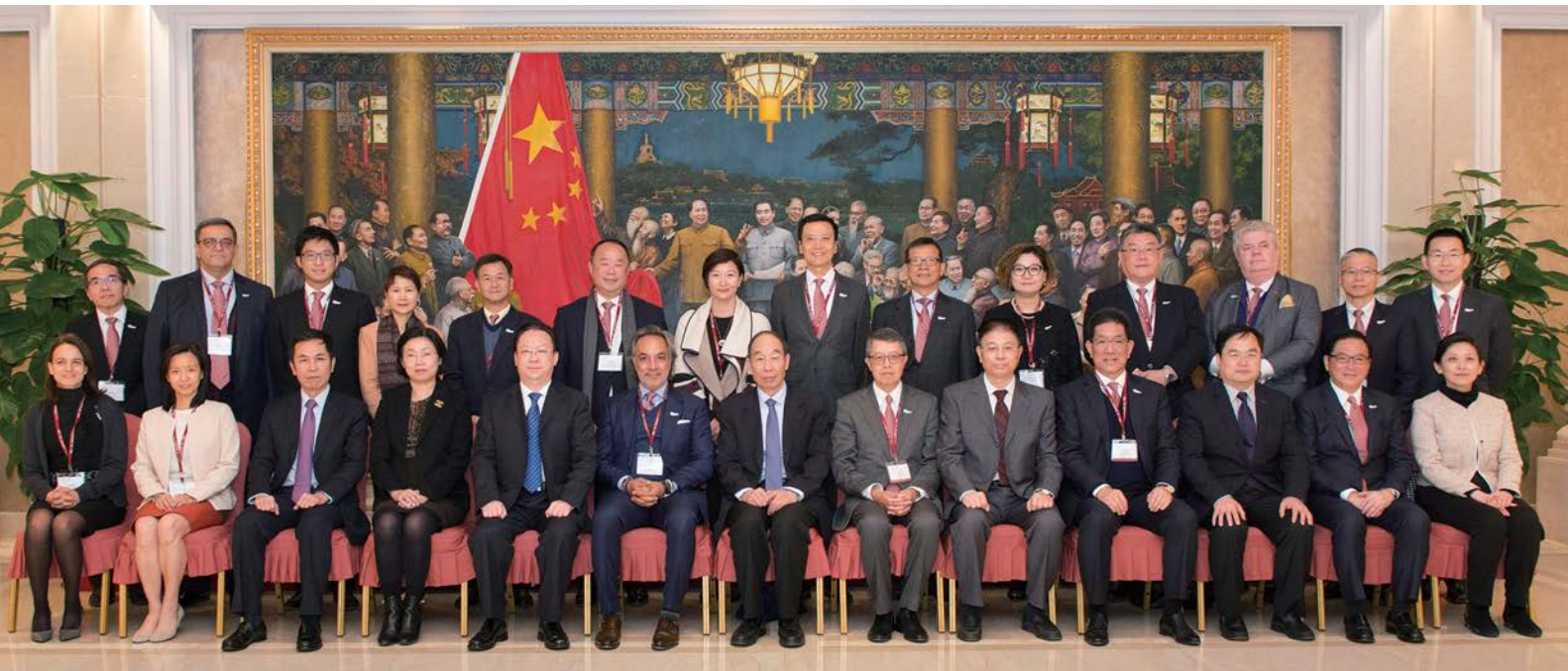
You told members that the 19th National Congress marks a new chapter for the development of socialism with Chinese characteristics, and that the country will put forward new reforms to develop China into a modern power by 2050.

As part of this, he said, "China will need to focus on resolving social conflicts arising from unbalanced

the Hong Kong SAR Government and businesses strongly support the development of innovation and technology to cater to the future needs of the country," he said.

Zhang Xiaoming, Director, Hong Kong and Macao Affairs Office of the State Council, explained in detail during a two-hour meeting the key messages and spirit of the 19th National Congress, as well as how China plans to expand its reforms to progress along the path of developing socialism with Chinese characteristics.

He pointed out that over the past five years, the country introduced more than 1,500 reform measures. Currently, China's GDP stands close to 80 trillion yuan,



Members pose for a group photo with You Quan (front row, centre), Secretary, Secretariat of the Central Committee of the Communist Party of China and Director-General, the United Front Work Department of the CPC Central Committee.
代表團與中央書記處書記、統戰部部長尤權（前中）合照。

and inadequate development. A sizable gap still exists between the country's production capacity and meeting people's basic living needs. As a free port, Hong Kong can play an active role in helping the Mainland to narrow this gap."

Secretary You emphasized that immense opportunities continue to exist for Hong Kong. Given its advantages of robust services sectors and a huge offshore RMB market, Hong Kong enterprises must adapt to the new landscape in the Mainland, and align with new developments to seize the opportunities.

Ng said that Hong Kong companies are proactively understanding and trying to capitalize on the new opportunities presented by the 19th National Congress. "Both



Zou Yong (centre), Counsel, Department of Regional Economy, National Development and Reform Commission.
國家發展與改革委員會地區司巡視員鄒勇（中）。

and the country has set a goal of turning itself into a moderately well-off society in the next three years and lifting everyone in the country out of poverty.

He also stressed that the Central Government supports strengthening cooperation between the Mainland and Hong Kong, and the latter's participation in the national development blueprint.

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The GBA's development

Two major plans of the Central Government are of particular interest to Hong Kong as they present tremendous opportunities for local companies to leverage their unique capabilities.

The GBA development will link Hong Kong and Macao with nine cities in Guangdong Province to create an integrated economic hub. This initiative aims to not only improve infrastructure, but also to ensure that the different cities focus on their key strengths and complement one another.

The GBA presents a golden opportunity, and is especially important for the future development of the younger generation in Hong Kong. With its international expertise, mature market, rule of law and efficient professional services, Hong Kong has ample room to contribute to the development of the GBA. As part of this, the Central Government has been rolling out measures to enable Hong Kong people to study, work and live in the Mainland.

The Belt and Road Initiative, first suggested by President Xi Jinping in 2013, aims to revive the historical Silk Road routes through a network of transport and infrastructure links. Gao Yan, Deputy Minister of Commerce, said that the initiative is bearing fruit.

In the first three quarters of 2017, Mainland enterprises invested US\$9.6 billion in 64 countries along the Belt and Road, up 4% year on year, and Gao expects this growth trend to continue steadily.

She pointed out that a total of 75 overseas economic and trade cooperation zones have been set up in 44 countries and regions along the Belt and Road. Some 3,400 Chinese companies set up operations in the zones, creating 240,000 jobs. She stressed that the Ministry of Commerce will give full support to Hong Kong's participation in projects in these overseas cooperation zones.

Zou Yong, Counsel of the Department of Regional Economy, the National Development and Reform Com-



Zhang Xiaoming, Director, Hong Kong and Macao Affairs Office of the State Council, meets with Chamber Chairman Stephen Ng and members of the delegation.
國務院港澳事務辦公室主任張曉明與總商會主席吳天海及代表團成員會面。

mission, said a plan for the GBA initiative had been drafted for the consideration of the State Council. He said he hoped it would be approved quickly, and implementation details rolled out in early 2018.

He highlighted the significance of the GBA initiative, which will support Hong Kong and Macao in furthering each city's own development plans into the country's overall development. Zou added that the initiative would also enhance the competitiveness of the Pearl

River Delta region as a whole, and elevate the PRD into a world-class regional economy.

As the GBA initiative will focus on innovation, coordination, green development, opening up and sharing, experts from various sectors may be invited to discuss planning and implementation details, which will also look at tackling geographical, cultural and institutional differences.

Chamber Deputy Chairman Aron Harilela said the GBA development needs Hong Kong to help fulfill its potential, and at the same time Hong Kong needs the GBA to expand its economic growth. “We hope that the tax differences can be resolved, and the free flow of talent and capital can be realized as soon as possible,” he said.

Key role for Hong Kong

Hong Kong’s role in the GBA was also a key topic of discussion during the visit of Tieniu Tan, Vice Minister of the Liaison Office of the Central People’s Government in Hong Kong, to the Chamber on 30 November (see page 48-50). The Vice Minister noted Hong Kong’s achievements in science and technology, as well as discussing how the city can work together with its neighbours.

“I truly believe that Hong Kong has the best opportunity in science, technology and innovation right now – because of strong support from the Central Government and the determination of the local Government,” he said.

During the Chamber’s visit to Beijing, Qiu Yuanping, Director, Overseas Chinese Affairs Office of the State Council, told delegates that the number of overseas Chinese has reached 60 million and the economic contribution of Chinese enterprises around the world had amounted to at least US\$5 trillion.

To achieve the goal of developing China into a modern power and seize opportunities arising from the Belt and Road, she said the office is making efforts to maintain close contact with local and overseas Chinese, with a view to building the country together.

The office organizes more than 20 investment promotion activities every year. “Qiaomengyuan,” also known as the “Dream Incubator for Overseas Chinese,” is its priority project to attract overseas Chinese to invest and work in their home country. Currently, there are 17 Qiaomengyuan projects across the country. These innovative industrial clusters provide Chinese businesses with comprehensive services covering financing, land grant, completion of formalities, recruitment and international community facilities.

Ng called the trip insightful and fruitful, and said that he is full of confidence about the country’s future development. He added that Hong Kong businesses need to be more proactive in updating themselves on the latest developments and innovations taking place in the Mainland to build greater synergies and closer cooperation. 🌸

The 27-member delegation was led by Stephen Ng, Chairman of the Hong Kong General Chamber of Commerce (HKGCC), with Deputy Chairman Aron Harilela, Vice Chairman Leland Sun and LegCo Representative Jeffrey Lam as deputy leaders. Tieniu Tan, Deputy Minister of the Liaison Office of the Central People’s Government in the Hong Kong SAR, was the Honorary Advisor. Guo Hengbin, Deputy Director-General of the Coordination Department, Liaison Office of the Central People’s Government in the HKSAR, and Gracie Foo, Director of the Office of the Government of HKSAR of the People’s Republic of China in Beijing, were delegation Advisors. Other delegates included members of the Chamber General Committee, and chairmen and vice-chairmen from various committees and the Chairman of the French Chamber of Commerce and Industry in Hong Kong.

The HKGCC delegation was received by You Quan, Secretary, Secretariat of the Central Committee of the Communist Party of China and Director-General, the United Front Work Department of the CPC Central Committee. The delegation also called on Zhang Xiaoming, Director, Hong Kong and Macao Affairs Office of the State Council, Qiu Yuanping, Director, Overseas Chinese Affairs Office of the State Council, Gao Yan, Deputy Minister of Commerce, Dai Junliang, Deputy Director of the United Front Work Department of CPC Central Committee, and Zou Yong, Counsel of the Department of Regional Economy, the National Development and Reform Commission.





Qiu Yuanping, Director, Overseas Chinese Affairs Office of the State Council, welcomes the delegation.
國務院僑務辦公室主任裘援平接待訪問團。

10月在北京閉幕的國家十九大會議引領中國進入新時代，並為香港締造龐大的機遇。

自上一次全國代表大會後，內地在這五年來取得重大進展，如大幅減貧及科技突破等。「一帶一路」戰略和大灣區規劃等重大倡議，顯示發展勢將持續高速推進。

香港對推動國家的持續發展和成功舉足輕重。為討論十九大的成果，內地高官於12月4至5日接見來自香港商界的高層訪京團。

由香港總商會主席吳天海率領的27人高層訪問團獲中央書記處書記、統戰部部長尤權接見。

國家十九大會議近日圓滿閉幕，總商會會員都希望藉此行親身了解國家的新施政方向，以及向中央表達香港對貢獻國家發展的想法。

尤權接見代表團時表示，十九大會議標誌著中國特色社會主義將進入新時代，國家將實施新變革，務求在2050年成為現代化強國。

他說：「國家現在要著力解決發展不平衡和不充分所產生的社會矛盾問題，而生產能力與人民的基本生活需求還有差距。在減少這差距的過程中，香港作為一個自由港，可發揮重要作用。」

尤書記強調當中的機遇巨大，而香港服務業發達，加上擁有龐大的人民幣離岸市場優勢，港商要適應國內的新形勢，與內地發展接軌，努力創新，抓緊機遇。

吳天海在會上表示，港商正積極了解和把握十九大啟動的新機遇。他說：「香港特區政府及商界均大力支持和推動創新科技，以配合未來國家發展的需要。」

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- ➔ 此工作坊為「知識產權管理人員」提供進階培訓，由知識產權專業律師教授，內容包括「認識企業內的知識產權資產及制定相關策略」、「為企業的知識產權制定成本預算及保護準則」及「知識產權商品化的模式」等
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Chamber members meet with Gao Yan, Deputy Minister of Commerce. 代表團與國家商務部副部長高燕會面。



港澳辦主任張曉明與訪問團交流了兩小時，詳細講解十九大會議的中心思想和精神，以及中國如何深化改革，在中國特色社會主義道路上邁進。

他指出，國家在過去五年已推出了超過1,500項改革措施。到了今天，中國的經濟總量接近80萬億人民幣。國家更堅定目標，務求在未來三年全面基本達至小康社會水平，讓全國所有人民脫貧。

他強調中央政府支持香港參與國家發展藍圖，加強兩地合作。



大灣區發展

香港對中央政府的兩大規劃尤表興趣，因為它們為本地企業帶來巨大的機遇，以發揮所長。

大灣區建設將把香港和澳門與廣東的九個城市連繫起來，形成一個綜合經濟樞紐。這個概念除了旨在改善基建，還可確保不同城市專注發展各自的主要優勢，互相補足。

粵港澳大灣區是千載難逢的好機會，對香港年輕人的未來發展尤為重要。香港憑藉其高度國際化、市場化、法治化、專業化等優勢，在大灣區有很大的發展空間。就此，國家亦已陸續推出便利港人在內地就學、就業及生活的措施。

國家主席習近平於2013年提出「一帶一路」倡議，旨在透過建設完善的交通和基建網絡，以重振古絲綢之路的海陸沿線。商務部副部長高燕表示，「一帶一路」建設已取得了豐碩的成果。

2017年首三季，國內企業對「一帶一路」沿線64個國家新增投資合計96億美元，比去年同期增加四個百分點，她相信這趨勢將繼續平穩發展。

她又稱，「一帶一路」沿線44個國家和地區已設立共75個境外經貿合作區，吸引約3,400家中國企業入區，為當地創造24萬個就業崗位。她強調，商務部會全力支持香港參與境外合作區的建設。

發展和改革委員會地區司巡視員鄒勇表示，粵港澳大灣區規劃已有初稿，並準備呈交國務院，期望可早日收到批覆，在2018年初推出工作細節。

訪問團一行27人，由香港總商會主席吳天海擔任團長，常務副主席夏雅朗、副主席孫立勳及立法會代表林健鋒擔任副團長，中聯辦副主任譚鐵牛擔任訪問團榮譽顧問，中聯辦協調部副部長郭亨斌及香港特區政府駐北京辦事處主任傅小慧擔任訪問團顧問。訪問團成員還包括總商會多位理事、不同委員會的正、副主席，以及香港法國商會主席。

總商會代表團獲中央書記處書記、統戰部部長尤權接見，並拜訪了港澳辦主任張曉明、國僑辦主任裘援平、商務部副部長高燕、中央統戰部副部長戴均良，以及發改委地區司巡視員鄒勇。

他強調推進粵港澳大灣區建設有重大意義，可支持港澳進一步融入國家發展大局，促進港澳發展，同時提高珠三角地區的競爭力，令該區發展成世界級的區域經濟規模。

大灣區的規劃將著重創新、協調、綠色、開放和共享。至於規劃細化的工作，會考慮邀請不同範疇的專家一同研究，解決實際的地域、文化、機制差異的問題。

總商會常務副主席夏雅朗表示，粵港澳大灣區發展需要香港來充分發揮潛能，同時香港也需要大灣區來協助擴大經濟發展空間。他說：「我們希望兩地的稅制差距收窄，人才和資本自由流動可盡早實現。」

香港的重要角色

香港在大灣區的角色，亦是中央人民政府駐香港特區聯絡辦公室副主任譚鐵牛於11月30日到訪本會期間討論的主要議題（請參閱第48至50頁）。譚副主任是人工智能領域的著名科學家，他在會上談及香港的科學和科技成就，並討論香港如何與鄰近地區合作。

他說：「我深信在中央政府的大力支持下，加上本地政府的決心，香港目前是發展科學、技術和創新的最佳時機。」

訪京期間，國務院僑務辦公室主任裘援平向代表團指出，現時海外華人超過6,000萬，全球華商的經濟力量不低於5萬億美元。

她表示為了達成現代化強國的目標，並抓住「一帶一路」的機遇，僑辦正努力聯繫海內外的華人，一同建設國家。



僑辦每年舉辦超過20項招商引資活動。她稱「僑夢苑」是重點工作，旨在吸引華僑華人回國創業投資和工作。現時國內共有17個「僑夢苑」項目，為當地華商提供整全的服務配套，包括融資、批地、辦理手續、招工及國際社區設施。

吳天海表示，是次訪問獲益良多，並對國家未來發展充滿信心。他補充道，港商要多主動了解國內的最新發展和創新技術，建立更緊密合作。

僱傭紀錄要備妥 勞資權益保障多

Proper Keeping of Wage and Employment Records



《僱傭條例》規定，僱主須備存僱員的

**工資、總工作時數和
僱傭紀錄。**

Under the Employment Ordinance,
employers are required
to keep employees'

**wage, total number of
hours worked and
employment records.**

備存工資及僱傭紀錄的要點


除《僱傭條例》及《最低工資條例》的規定外，僱主在備存工資及僱傭紀錄時，亦應注意以下幾點：

- 應妥善保存僱員的所有個人及僱傭紀錄，不可將有關資料外洩
- 宜設立一套劃一、準確及可靠的備存紀錄制度
- 備存紀錄制度宜可靈活地改動，以配合機構未來的轉變及發展
- 應定期檢討備存僱傭紀錄的制度，以確保其效用
- 應遵從《個人資料(私隱)條例》及由個人資料私隱專員根據該條例發出的《人力資源管理實務守則》


You may obtain an English version of the booklet from the following webpage of the Labour Department:

<http://www.labour.gov.hk/eng/public/wcp/KeepRecord.pdf>

查詢

 勞工處勞資關係科各分區辦事處

 <http://www.labour.gov.hk>

 2717 1771 (此熱線由「1823」接聽)

 勞工處
Labour Department

Mainland Maintains Steady Path

Concerted efforts by Central Government to transform economy mean that stable growth is likely to continue

Economic growth momentum in the Mainland remained steady in 2017 and this trend is expected to continue through 2018. GDP rose 6.9% in the first three quarters of 2017, driven largely by rising domestic consumption expenditure that contributed some 65% to the total growth (see Chart 1). This robust consumption growth is due in part to rising incomes (8.3% YoY through the first three quarters) and low inflation (averaged 1.5% YoY through the first 10 months), which together have stimulated higher purchasing power.

Against this background, retail sales enjoyed double-digit growth through the first 10 months, while soaring online retail sales achieved 28.8% YoY growth during the same period (see Chart 2). Assuming that income growth can sustain its momentum, these trends should continue and remain the key contributor to the growth of the Mainland's economy.

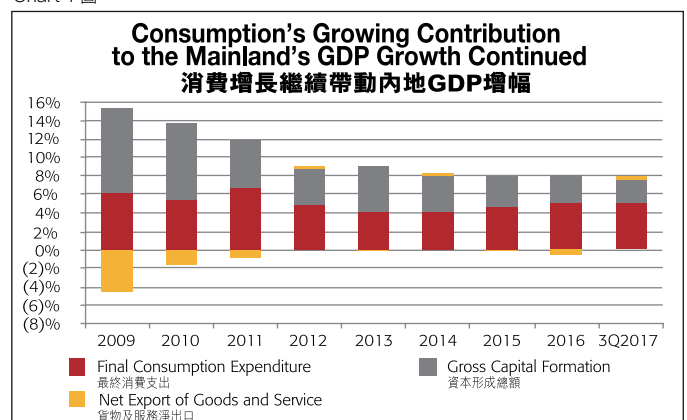
Rising industrial profits are also stabilizing the economy. Investment growth, however, continues to slow as fixed asset investment (FAI) growth fell to 7.3% YoY through the first 10 months – the lowest level on record (see Chart 3). With increasingly stringent lending requirements suppressing real estate investments, FAI growth is expected to be lacklustre in 2018. While this is consistent with the country's shift towards a consumption-driven economy, economic growth could also be affected if investment growth shrivels further.

Faced with lingering external uncertainties, the Central Government is expected to continue deploying both fiscal and monetary policies to limit negative shocks. As a result, the decline in investment growth should be moderate.

In terms of fiscal policy, in order to reach the country's target of doubling the 2010 real GDP figure by 2020, we anticipate the Central Government will continue to support projects in new industries including environmental protection, smart manufacturing, and innovation and technology.

Such an approach will be re-emphasized in future official announcements, including during the Two Ses-

Chart 1 圖一



Source: CEIC data
資料來源：CEIC數據



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sions in March, the annual Government meeting where key economic targets are usually announced. Among other indicators, the reiteration of a targeted budget deficit will reaffirm the Beijing Government's expansionary fiscal stance (see Chart 4).

As far as the monetary market is concerned, the lending spree of financial institutions continued in 2017. Liquidity has been kept abundant, with new aggregate financing and bank loans soaring 16% and 14.4% YoY through the first 10 months respectively (see Chart 5). This – together with the People's Bank of China's earlier announcement that it would lower the required reserve ratio for certain financial institutions – means that the monetary environment should remain accommodative in 2018.

Looking to the medium term, President Xi Jinping identified deepening structural reforms as a key priority of the country's policy agenda during his address to the 19th National Congress in October.

Further liberalization measures are expected, as senior government officials have said that expanding the role of market forces in the economy is a top priority. In fact, some measures to remove barriers to entry in certain sectors – such as banks, insurance and asset management – have been announced since the close of the 19th National Congress.

Looking ahead, we expect there will be an acceleration of the cutting of obsolete production capacity in polluting industries, which will also help optimise the allocation of scarce resources of labour and capital.

In its recent issue of the World Economic Outlook, the IMF said that there is "a heightened probability of a sharp growth slowdown in China, with adverse international repercussions."

Contrary to such an assessment, we are of the view that, given the macroprudential measures in place and

the country's efficiency when it comes to executing policy, a sharp slowdown in the Mainland economy is not likely.

Our baseline scenario projects that the Mainland's GDP will expand some 6.6% in 2018, 0.2 percentage points lower than the 6.8% YoY growth for the full year of 2017. The small decline is due largely to the expectation that investment growth will see moderate deceleration, despite steady momentum in consumption and export growth.

While we are confident that the Mainland's economy will fare well, some risk factors are present and may affect outlook and sentiment in the medium term.

External uncertainties are the key risk to the outlook of the Chinese economy, particularly the threat of trade tensions with the U.S. These could arise as a result of, for instance, memoranda issued by U.S. President Donald Trump last year regarding steel imports from China and IP rights. Another potential source of conflict is the fact that the U.S. submitted a statement to the World Trade Organization formally opposing granting market economy status to the Mainland.

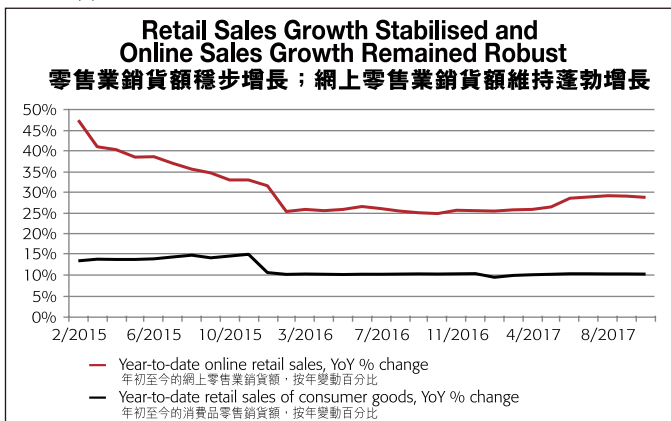
If such downside risks materialise, the demand outlook for Chinese products could falter.

Meanwhile, as the Central Government is expected to run a budget deficit to support the economy in the near term, these actions could lead to a rising debt trajectory. This has been a concern for international investors in the past and has caused net capital outflows.

In order to tame such concerns, policymakers will be pressed to move on from a deficit-led growth model and curb the expansion of its monetary base sooner rather than later, which will in turn drag economic growth.

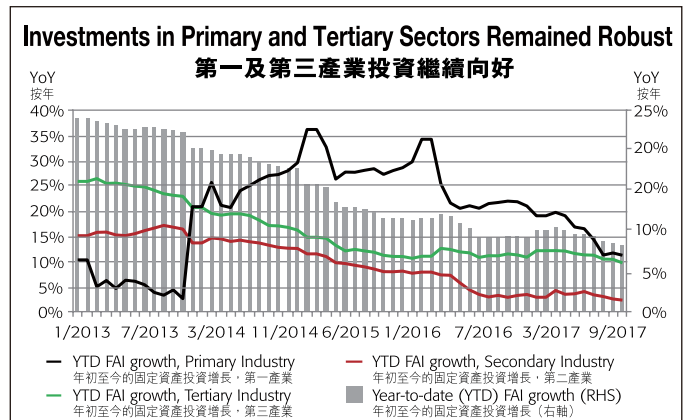
Such medium-term risk factors, however, are not expected to come into play in 2018. ✿

Chart 2 圖二



Source: CEIC data
資料來源：CEIC數據

Chart 3 圖三



Source: CEIC data
資料來源：CEIC數據

內地穩步增長

中央政府力促經濟轉型，增長可望維持穩定

內地經濟增長在2017年維持穩定，預料升勢將在2018年持續。2017年首三季，GDP上升6.9%，主要由本地消費開支上漲帶動，佔總增長約65%（見圖一）。強勁的消費增長部分源於收入增長（首三季按年增加8.3%）和低通脹（首十個月平均按年上漲1.5%），繼而釋放更高的購買力。

正因如此，零售業銷貨額在首十個月錄得雙位數增幅，而網上零售業銷貨額更在同期按年激增28.8%（見圖二）。假設收入增長動力持續，這些趨勢應能繼續成為內地經濟增長的火車頭。

工業利潤增長也有助穩定經濟，但投資增長則繼續放緩，固定資產投資增長在首十個月跌至按年7.3%，為有紀錄以來的最低水平（見圖三）。隨著房地產相關借貸要求趨嚴，有關投資受到遏抑，預料固定資產投資增長將在2018年表現疲弱。儘管這與國家轉型至消費主導經濟體的步伐一致，但假若投資增長進一步放緩，經濟增長速度或將受影響。

面對外圍不明朗因素持續，預料中央政府將繼續利用財政及貨幣政策限制負面衝擊。因此，投資增長的減幅應趨溫和。

財政政策方面，國家為了在2020年達至倍增2010年實質GDP的目標，我們預期中央政府將繼續支持環保、智慧製造及創新科技等新興產業項目。

如此政策方針將在3月舉行的「兩會」（即一年一度的政府官員會議，會上通常公布重要的經濟目標）等官方場合被一再強調。而在眾多指標中，政府的財政赤字預算將重申擴張性財政立場（見圖四）。

貨幣市場方面，金融機構的放貸熱潮在2017年持續。流動資金維持充裕，新融資總額和銀行貸款在首十個月分別按年急升16%和14.4%（見圖五）。加上人民銀行早前宣布將降低若干金融機構的存款準備金率要求，這顯示2018年的貨幣環境將維持寬鬆。

在中期而言，習近平主席在10月發表十九大報告時，將深化結構性改革列為國家政策方針中的重點議題。

另外，鑒於政府領導表明以擴大市場力量的經濟角色為首要任務，故預期將有進一步的開放措施。事實上，自十九大閉幕後，當局已公布部分措施，以清除銀行、保險及資產管理等若干行業的准入障礙。

展望未來，我們預期削減污染性行業產能的步伐將會加快，有助優化勞工及資本等稀缺資源的分配。

國際貨幣基金組織在最新一期的《世界經濟展望》指出，「受到國際不利因素的影響，中國經濟增長有很大機會顯著放緩。」

儘管如此，觀乎現有的宏觀審慎措施及國家施政的效率，我們認為內地經濟增長未必會出現顯著放緩的情況。

根據我們的基準預測，內地GDP將在2018年增長約6.6%，比2017年全年6.8%的按年增幅低0.2百分點，主要由於我們預期投資增速溫和放緩，而消費及出口增長則維持穩定。

雖然我們對內地經濟前景充滿信心，但有若干風險因素或會影響中期經濟展望和氣氛。

外圍不明朗因素為影響中國經濟前景的主要風險，尤其是中美的貿易關係緊張。美國總統特朗普去年發表有關從中國進口鋼鐵產品及知識產權的備忘錄便是一例。而美國向世界貿易組織提交聲明，反對給予中國市場經濟地位則是另一個潛在的衝突緣起。

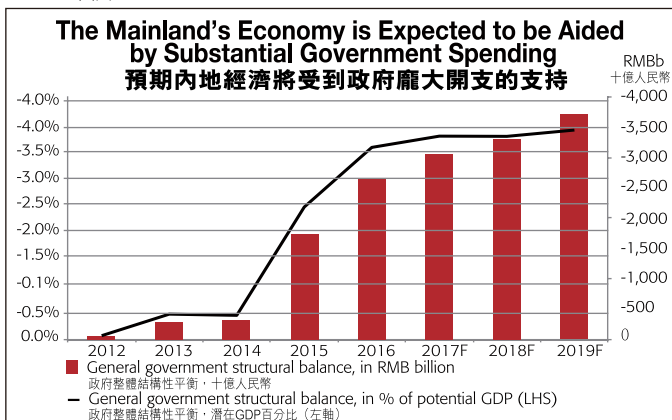
這些下行風險一旦實現，市場對中國製品的需求或會下滑。

與此同時，我們預料中央政府將在短期內維持財政赤字以支撐經濟，這些舉措或會令負債增加，而這一直是海外投資者的關注所在，引致淨資本外流。

為舒緩有關疑慮，決策者須擺脫以赤字主導的增長模式，並盡快遏止貨幣基礎擴張，否則將拖累經濟增長。

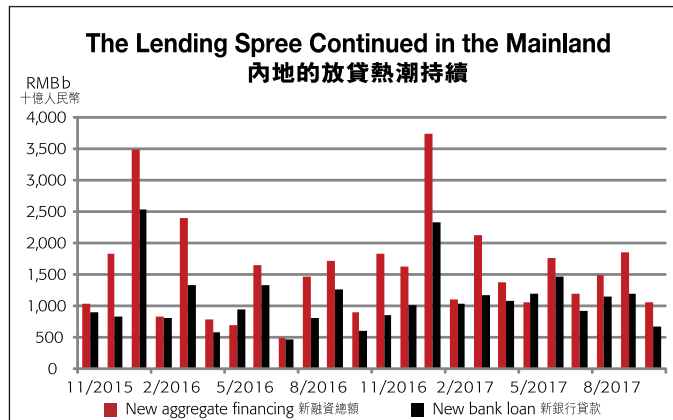
然而，這些中期風險因素預料不會在2018年出現。✿

Chart 4 圖四



Source: IMF World Economic Outlook (October 2017)
資料來源：國際貨幣基金組織《世界經濟展望》（2017年10月）

Chart 5 圖五



主辦機構 Organiser



勞工處

Labour Department



好僱主約章

GOOD EMPLOYER CHARTER

報名期 Enrolment Period

2017年12月1日至 2018年3月31日

1 December 2017 - 31 March 2018

關愛僱員

Caring for Employees

工作與家庭/個人生活平衡

Work-family / life Balance

僱員福利

Employee Benefits

良好勞資溝通

Good Communication

詳情請瀏覽網址：

For details, please visit:

www.gec.labour.gov.hk



支持機構 Supporting Organisations



(排名依中文筆劃序 In order of number of strokes of Chinese characters)



Hong Kong General Chamber of Commerce
香港總商會 1861

專業商貿文件簽發及 認證服務

兩個最大 The Largest in Town

七個簽證辦事處

Network of Seven Branches

全面的網上申請簽證平台

Comprehensive Online Application Platform

產地來源證

全港最多簽發量

Certificates of Origin

Issuing the most COs
in Hong Kong

代辦領事認證

一站式完成商會加簽
及領事認證

Consulate Endorsement Facilitation

One-stop-shop
services

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

Professional Trade Certification & Facilitation Services

商事證明

提高商貿文件的認受性

Certification of Documents

The key to document credibility & legitimacy

暫准進口證

免關稅臨時進口至76個國家

ATA Carnet

Duty free & tax free for temporary imports to 76 countries

廣東省自駕遊

駕駛你的私家車
前往廣東經商或旅遊

Self-drive to Guangdong Province

Drive your private car across the border for business or recreation

更多服務

紙張轉換電子進出口報關、道路貨品資料申報等

Many Others

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

三個唯一

唯一機構簽發暫准進口證
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Willem Jan Hoogland is a member of the Chamber's Taxation Committee.
Willem Jan Hoogland為香港總商會稅務委員會委員。



Make Your Hong Kong Will Watertight

訂立周全的香港遺囑

Considering potential issues like nationality and domicile will help protect your assets against legal challenges

小心處理國籍和居籍等潛在問題，以保障你的資產，免受法律質疑

Having a basic Hong Kong will in place is almost as important as having proper health insurance. Therefore, for this article, we assume that you have a Hong Kong will, but that you are wondering what the exact process would be upon death and whether or not this process could encounter any legal challenges.

Explaining probate

The executor of a deceased person that has left a Hong Kong will, also called the personal representative, would in such circumstances need to apply for a grant of representation from the Hong Kong High Court, broadly called probate. Basically, this means that the Hong Kong will needs to be proven as being valid and the grant itself would be the evidence that the personal

representative can 'deal' with the assets of the estate in accordance with the will.

Although such an application can be applied for by the personal representative, often he or she requires the assistance of a local solicitor, especially when international elements play a role, such as different nationalities or domiciles of the deceased person, or when the estate of the deceased person is situated in different countries.

Common documents that have to be submitted when applying for such a grant of representation are a Hong Kong identity card and a death certificate. The applicant would also need to file and submit to the High Court the original Hong Kong will, an affidavit, a schedule of assets and liabilities, and an accompanying affidavit verifying this schedule including the payment of a fee. The

High Court will then consider the submitted documents and may raise requisitions.

Potential pitfalls

Obviously, a Hong Kong will needs to comply with certain formalities in order to be valid. In Hong Kong these rules are governed by the Wills Ordinance (Cap. 30) and the major formalities are related to the fact that the Hong Kong will needs to be in writing, signed in a particular way and the presence of witnesses is required. If any of these formalities are in doubt, requisitions may be raised by the court and other interested parties.

Next to that, the testator needs to have the capacity to make a Hong Kong will. For example, according to the Wills Ordinance, the testator needs to be at least 18 years old, but exceptions exist for married minors.

In addition, the testator must have the mental capacity; that is, must be of sound disposing mind and have sufficient capacity to deal with and appreciate the various dispositions of property to which the testator is about to fix his or her signature. In case of any potential weaknesses, one of the witnesses to the Hong Kong will should be a medical doctor that is able to assess and state the capacity of the testator.

It should be noted that apart from capacity, a testator should also have the knowledge of and give approval to the content of his or her own Hong Kong will, especially when there are suspicious circumstances under which the Hong Kong will was drafted and signed.

As stated above, the probate process will become more complicated and therefore more open to legal challenges when the deceased had more than one nationality or domicile, or had assets situated in different countries. The main issue in such a case would be the law of succession; in other words, the succession laws of which countries can be applied? Would the succession law of one country take precedent over the succession law of the other country, or can both laws apply at the same time, but then to different assets of the deceased?

International example

A person born in Hong Kong moves before the handover to the Netherlands and acquires, among others, Dutch nationality. The person makes a Hong Kong will in relation to real estate in Hong Kong, but also has assets in the Netherlands. As a result of the Hong Kong will, the Hong Kong real estate assets will be distributed to the sons, whereas the daughters will be disinherited of these assets.

The Hong Kong will might be challenged in such a case by the daughters (and the probate put on hold by means of a so-called caveat) as they might want to claim that the Hong Kong will should not have been made, or

is invalid, as the testator is a Dutch citizen and according to Dutch law children cannot be disinherited.

But, can it be argued that the testator, next to a Dutch nationality, also had another nationality, such as the Chinese nationality, despite not having a Chinese or Hong Kong passport? Is the nationality as such even important to decide whether or not a Hong Kong will could be made, or is valid? To answer these questions, one would be required not to only look into the Nationality Law of the People's Republic of China, but also into the international Convention on the Law applicable to Succession to the Estates of Deceased Persons.

In conclusion

When drafting a Hong Kong will, always ask yourself whether the will is likely to be challenged by any parties including the court, and consider how such potential risks can be reduced to a minimum. ✿

勞工處
Labour Department

強制
勞保
勞資受益勿違例

Employers must take out
Employees' Compensation Insurance
for their employees

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

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

僱員如懷疑僱主未有投購工傷保險，可向勞工處舉報，電話：2815 2200

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

備 受一份基本的香港遺囑幾乎與擁有一份合適的健康保險一樣重要。所以，在本文中，我們假設你們已經有一份香港遺囑，但你們可能想知道身故之後遺囑執行的實際程序，以及該程序會否受到任何法律質疑。

遺囑認證

香港遺囑的執行人（又稱遺產代理人）在此情況下需向香港高等法院申請遺產承辦書，一般稱為遺囑認證。基本上，這意味著需要證實該香港遺囑為有效，而遺產承辦書就是該遺產代理人可根據遺囑「處理」遺產的資產之證明。

儘管遺產代理人可自行作出該申請，但他／她往往需要一名本地律師的協助，特別是在涉及國際因素的情況下，例如被繼承人有不同國籍、居籍，或其遺產位於不同國家。

申請遺產承辦書時須遞交的一般文件除了包括香港身份證和死亡證明，還需要向高等法院交存並遞交香港遺囑正本、一份宣誓書、一份資產及負債清單，以及一份附隨的宣誓書以核實此清單，包括支付費用。高等法院將審閱所遞交的文件，並可能就此提出問題。

質疑

顯然，香港遺囑需要符合若干手續方為有效。在香港，這些規則受《遺囑條例》（第30章）管轄，主要的手續涉及香港遺囑須以書面訂立、以特定方式簽署，並須有見證人等事實。如對任何該等手續有疑問，法院和其他相關方或會提出問題。

接著，立遺囑人需有能力訂立香港遺囑。例如，根據《遺囑條例》，立遺囑人需要年滿18歲，惟已婚未成年人士例外。

此外，立遺囑人必須有精神能力，即其必須有健全的心智，並有足夠能力處理並理解其將簽署的各種財產處置文件。如有任何潛在缺陷，則香港遺囑的其中一名見證人應為能夠評估立

遺囑人能力狀況的醫生。

值得注意的是，除了能力以外，立遺囑人還應對他／她自己的香港遺囑內容有認知，並作出批准（特別是在香港遺囑的草擬和簽署有疑問的情況下）。

如上所述，當被繼承人有超過一個國籍或居籍及／或有資產位於不同國家時，遺產承辦程序將變得更加複雜，因此更容易受到法律質疑。在這種情況下，主要的問題是繼承法，即可適用哪個國家的繼承法？一個國家的繼承法會否優先於其他國家的繼承法？抑或是否兩個國家的法律同時適用，但分別適用於被繼承人的不同資產？

案例

一名在香港出生的人士在主權移交前移民到荷蘭，並取得（包括其他）荷蘭國籍。該名人士就香港的房產訂立了一份香港遺囑，但在荷蘭還有資產。根據該香港遺囑，該等香港房產資產將分配給兒子，而女兒將被剝奪這些資產的繼承權。

在此情況下，該香港遺囑可能受到女兒的質疑（則遺囑認證將透過一份中止訴訟程序的申請而擱置），因為她們可能會聲稱該香港遺囑不得訂立或無效，理由是立遺囑人是荷蘭公民，而根據荷蘭法律，子女的繼承權不能被剝奪。

然而，是否可以說立遺囑人除了有荷蘭國籍，還有另一國籍，例如中國國籍（儘管沒有中國／香港護照）？此國籍在決定該香港遺囑是否可以訂立／有效方面會否更加重要？要回答這些問題，我們不僅要看《中華人民共和國國籍法》，還要看適用於遺產繼承法律的國際公約。

結論

在草擬香港遺囑時，請確認該遺囑是否可能被任何一方（包括法院）質疑，以及如何把這些潛在風險減至最低。✿



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Caring Approach to Ageing 長者護理方案

Bamboos provides professional healthcare services for Hong Kong's growing elderly population
百本醫護提供專業的醫療服務，滿足本港長者人口日益增加的需求

A major demographic shift is creating tremendous challenges for society and demands on Hong Kong's public healthcare system, but also opportunities for companies that can provide the services needed.

The elderly in Hong Kong will account for 26% of the total population in 2036, according to the Hong Kong 2030+ report. Already, many people in Hong Kong will be familiar with the frustration of trying to find appropriate care for their ageing relatives.

Jacky Kwan, Chairman of Bamboos Health Care Holdings Limited, discussed how his company is tackling this gap in the market at a Chamber Entrepreneur talk on 7 December.

Kwan set up Bamboos in 2009 to relieve the shortage of personnel in the industry, providing healthcare staffing solutions to individuals, hospitals, nursing homes and other medical organisations.

The company has now accumulated a database of more than 17,000 personnel, known as members. The majority are nurses and the rest are doctors, care givers, therapists and medical assistants.

In addition to providing staffing solutions, Bamboos also offers training and education courses for medical professionals, with a training centre of 20,000 square feet in Tsim Sha Tsui.

Bamboos coordinates more than 4,000 medical personnel every day, with around half of its business coming

from hospitals and organizations. Kwan said with such a large number of staff on its books, managing member-client expectations was vital to the success of the business.

The company is careful to match the demands of its customers with its members' experience, expertise and work-pattern preferences, to ensure the best fit and a happy working relationship for all concerned.

He added that the ongoing staff shortage in the sector means that Bamboos always welcomes new members to join the team.

Kwan noted that there are plenty of products targeted at the elderly, available both online and in physical stores. But when it comes to services, there are far fewer options. This shortage, in addition to the growth in the elderly population, means that it is a growing market with long-term prospects.

"The demand for elderly services is long-lasting and recurrent," he said. People are living longer, but this means that they are more likely to need healthcare as they get older, "so there are foreseeable opportunities in the market."

However, Kwan warned against associating healthcare for the elderly only with sickness.

"The majority of the elderly population is healthy," he said, pointing out that the healthcare market serves many citizens who lead active lives.

He also noted that products and services do not have to be developed exclusively for older people.

“You should not run a business specifically for the elderly,” he said, “but instead transform your products or services to suit the ageing market and adopt a more user-friendly approach.”

He cited the example of installing bigger screens in ATMs. Bamboos also applies this strategy to the company’s lifestyle magazine – BamBoOs!Life – which is aimed at medical professionals and middle-class consumers. Kwan decided to produce a physical magazine despite the high production costs to appeal to the “young old” who still prefer reading printed materials.

The Chinese Mainland is also dealing with its own ageing population challenges, and opportunities exist there for companies like Bamboos. Kwan explained that the concept of professional care givers is not widely accepted among the general public and even medical personnel in the Mainland. In fact, Kwan added, service providers like Bamboos are still few and far between in Asia. However, he believes plenty of potential exists to expand.

“It is common for Hong Kong businesses to open elderly homes in Mainland China, but the market still has room to grow and seniors prefer staying at home in their old age,” Kwan said. Assuming a change in attitude occurs in the future, this could provide abundant opportunities for companies like Bamboos to provide care for older people at home as well as in hospitals and institutions.

While Bamboos’ services benefit Hong Kong society and provide peace of mind for its clients, Kwan pointed out that it is a profit-making business, not a social enterprise. The company was listed in Hong Kong on GEM in July 2014 and on the main board in March 2017.

The company targets affluent consumers, which Kwan believes differentiates his services from the other elderly care services in Hong Kong, such as government-run healthcare and foreign domestic helpers.

He is proud of Bamboos’ good reputation, and its mission to make its members and clients happy while providing a service that makes a vital contribution to society. 🌸

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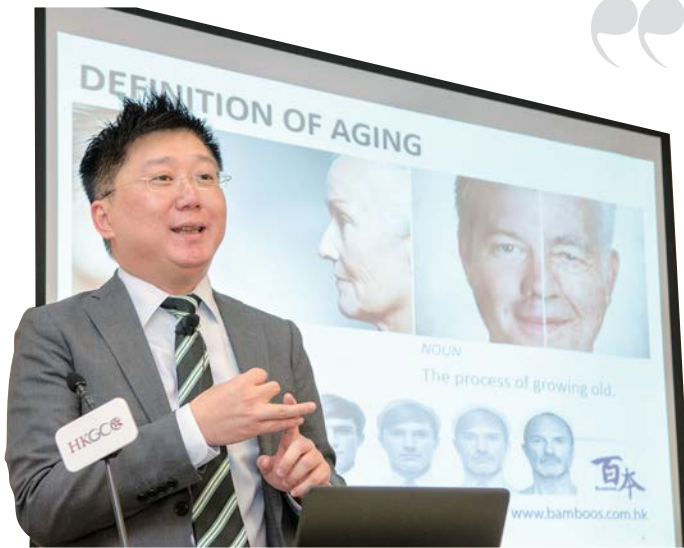
香港人口結構出現重大轉變，為社會及公營醫療制度的需求帶來極大的挑戰。然而，有企業正把握此機遇，提供所需服務。

根據《香港2030+》研究報告，直到2036年，本港長者人數將佔總人口的26%。屆時，市民將更苦惱於為其年邁的親戚尋求合適的照料。

百本醫護控股有限公司（百本醫護）主席關志康出席總商會12月7日的「企業家系列」研討會，講解其公司如何填補這個市場空隙。

關志康於2009年成立百本醫護，旨在紓緩業內人手短缺的問題，並為個人、醫院、療養院及其他醫療機構提供醫療人手方案。

公司旗下有逾17,000名合資格專業醫護人員，亦即公司成員。他們多為護士，亦有醫生、健康護理員、治療師及醫療助理。



百本醫護除了提供醫療人手方案，也為專業醫護人員提供培訓和教育課程。公司在尖沙咀設有佔地20,000平方呎的培訓中心。

該公司每日動員超過4,000名醫護人員，約半數工作來自醫院和機構。關志康表示，鑒於公司旗下成員眾多，因此管理好成員和客戶的期望對其業務的成功至關重要。

該公司因應客戶的需求進行嚴格配對，確保成員無論在經驗、專業知識及工作模式方面，都能滿足客戶所需，為各方建立友好愉快的合作關係。

他補充，面對業內人手持續短缺，百本醫護隨時歡迎新成員加入。

他指出，儘管網上及市面上都有大量針對長者用家的產品，惟長者服務卻少之又少。服務短缺，加上長者人口增加，顯示市場的長遠增長前景可觀。

人們壽命延長，意味著他們年紀漸長時，對醫療保健的需求也隨之增加。他說：「面對持續無間的長者服務需求，可見市場機遇可期。」

然而，關志康認為不應把長者醫療與疾病聯繫起來。

他指出，醫療市場為很多行動自如的人士提供服務。他說：「大部分長者都身壯力健。」

他又稱，業界無需為長者專門開發產品和服務。

他說：「與其為長者另開一門業務，倒不如採用一個更方便用家的模式，改良產品或服務，以迎合長者市場。」

他以自動櫃員機增設更大的屏幕為例。百本醫護也將有關策略應用於公司的生活雜誌BamBoOs!Life，而該雜誌的對象為專業醫護人員和中產顧客。儘管製作成本高昂，但關志康仍決意要印刷實體雜誌，以吸引偏好閱讀紙本讀物的「少老長者」。

中國內地也著手處理人口老化的問題，為百本醫護這類公司帶來機遇。關志康解釋，專業健康護理員的概念在

You should not run a business specifically for the elderly, but instead transform your products or services to suit the ageing market and adopt a more user-friendly approach.

與其為長者另開一門業務，倒不如採用一個更方便用家的模式，改良產品或服務，以迎合長者市場。

內地並未廣為大眾甚至醫護人員所接受。他補充，百本醫護這類服務供應商在亞洲寥寥可數。不過，他認為市場的增长潛力充足。

他說：「時有香港企業在中國內地開設護理院，惟市場仍有增長空間，而且長者大多希望留在家中安度晚年。」假設未來出現這種心態上的轉變，可望為百本醫護等醫護公司帶來龐大的商機，為居家或入住院舍的長者提供到戶護理方案。

儘管百本醫護造福香港社會，讓客人安心無憂，但關志康指出，公司是一家商業機構，而非社會企業。該公司分別於2014年7月及2017年3月在本港創業板及主板上市。

關志康認為，公司以富裕人士為目標客群，可使其服務從公營醫療和外傭等其他本地長者服務中突圍而出。

百本醫護口碑載譽、致力滿足成員和顧客期望、為社會提供所需服務，作出重大貢獻，足以令關志康引以自豪。

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Family Fortunes

代代相傳

After 110 years, Wing On remains a key part of Hong Kong's retail landscape, reports *The Bulletin's* Editor **Helen Sloan**

經歷110載，永安仍然在本港零售業佔一重要席位 本刊編輯宋海倫

110 years ago, a small store opened in Hong Kong and transformed the way the city shopped. Today, Wing On remains one of the city's best-known names and the department store is a firm fixture in the retail landscape.

This was not entirely the beginning of the Wing On story. Brothers Kwok Lock and Kwok Chin had previously opened a grocery store in Sydney specializing in fruit and vegetables, before expanding into other areas including providing a remittance service for the Chinese community in Australia at that time. Ten years later, they decided to return to Hong Kong.

"When we started in 1907 Hong Kong was a relatively small place, the population was maybe a tad below a million," explained Mark Kwok, Executive Director of Wing On and a member of the third generation to run this family business.

As success in Hong Kong led to plans for expansion, Shanghai was the first port of call, in 1917. "Shanghai for the Chinese was like New York City for the Americans. It was the commercial centre of China."

In the 1930s, the company opened an office in London, as many of the items stocked in the Chinese stores were shipped from the north of England, still a major manufacturing centre at that time. "The middle class in China loved to use English products," he said.

After the establishment of the People's Republic of China, the stores in the Mainland were taken over by the government, but it was the start of a long-lasting boom for Hong Kong, and for Wing On, its golden era was just around the corner.

"The economic take-off in Hong Kong was actually in the '50s," Kwok said. During the civil war in China a lot of industrialists and skilled labourers had moved to Hong Kong, which helped the city develop its manufacturing industry.

"So the Hong Kong community economy was booming, and business was good."

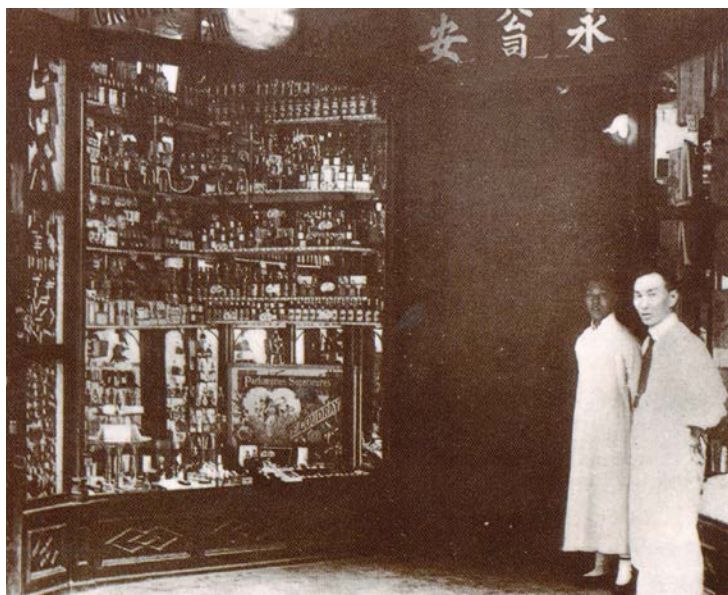
The opening up of China in the late 1970s saw much of Hong Kong's industry move to the Mainland, triggering a shift in city's economic focus.

"The factories were torn down and replaced with apartment complexes," Kwok said. "From that time, the biggest players in town were the real estate developers."

Wing On is a one-stop shop stocking everything from clothes to electrical goods, and, for decades, the company's well-made products were exactly what the Hong Kong market required.

"In the '60s and '70s and '80s, most people in Hong Kong were not that affluent. So what they were looking for was durable, well-manufactured merchandise – regardless of whether it was a shirt or a pair of shoes," he said.

By the 1990s, Wing On had 14 different branches operating close to a million square foot of floor space. Things started to change as retail customers became more interested in branded goods. Then, the late 1990s also saw the devastating impact of SARS and the Asian Financial Crisis on the whole city. Many once popular department stores came and went with the fortunes of Hong Kong. Wing On however, has stood the test of time, but has had to adjust to the times.





Wing On cut the number of stores it operates, but as the company owns its buildings, including the flagship Sheung Wan store, it is protected against spiraling rental costs.

A more recent challenge has been the growth in online shopping. But, Kwok pointed out that the flow between online and offline is no longer going in only one direction.

“There is a very interesting phenomenon the world over now, where these really big online stores are looking for brick and mortar,” he said. Digital giants like Amazon and Alibaba are seeking to open physical stores and talking about eradicating the difference between online and offline retail.

For Wing On, this means embracing internet shopping. “We currently have a team that is getting their hands dirty developing an online concept. Once we have done that – because we have our own physical stores and we have our own logistics – we can blend it in.”

A diverse career

While many Hong Kong people can say that they have grown up with Wing On, it is particularly true for Kwok, a grandson of one of the founders. He has worked for the store “all my life,” he said.

As a child, he helped out in the toy department during the Christmas rush. After university in the United States, he joined the Wing On Bank until it was taken over in the 1980s. He has also spent time in the group’s hotel, department store and overseas investment divisions.

Kwok’s career path within the group is a reminder that there is more to Wing On than the department store, and property remains a focus for Kwok.

“Other than the department store, I’m still looking after the foreign investments. We have some property in Australian and America and we’re always looking out for opportunities. It’s not that easy, even though we have a very big war chest,” he said, noting that in the real estate sector, identifying the right time buy is always difficult.

Kwok and two of his older brothers remain actively involved in Wing On, and their sons – now the fourth generation – also work for the company. There is a fifth generation, but they are still small children, so not out on the shop floor just yet.

“Being a family business, you are insulated from a lot of things,” Kwok said, noting that the group, like many family companies, tends to be risk averse.

“We like to invest in real estate, in terms of buying buildings, because it’s protected. It has got a value – it will be tenanted so the mortgage will service itself.” The company also tends to do business in countries that have a legal system similar to the English one.

“On the good side it protects us, on the bad side we don’t grow,” he said. “We’re not able to diversify as much.”

But while a risk-averse approach is part of the reason for Wing On’s longevity, it does not mean that the same applies to the personalities behind the business.

Kwok has established an innovative business farming giant groupers, however, it is a personal project, not part of the Wing On group. As well as an indoor facility in Hong Kong, he has also bought a hatchery in Australia.

“In terms of accountability, in terms of traceability, the operation has been accredited by WWF as sustainable fish farming.”

This method of fish farming is fairly new, meaning that Kwok is in the vanguard of the industry.

“I am probably the main guy on this planet that’s really doing it in a big way,” he said.

From the Great Depression of the 1930s, to War and Occupation, riots and SARS, Wing On has not only survived many shocks but has remained safely in family hands.

“The line of control is very important,” Kwok said. “When you have a family that gets bigger and bigger, that leads to many different groups controlling the company.”

So sometimes the ownership has to be pruned back. The company has had some disasters over its long history, including the demise of the Wing On Bank.

“We were taken over because the bank ran into trouble, and that was purely because of bad management of a family member. So after that event, the controlling structure was changed.”

Kwok recalled that when he and his brothers were running the company in the early 1980s, their father had already passed away.

“We didn’t have anybody to look up to – we were thrown in at the deep end,” he said. “So the important thing – that is very different for our sons – is that we are still around. So the structure is stronger and more stable.”

As a pillar of the business community in Hong Kong, it is no surprise that Wing On is also a long-standing member of the Chamber, having joined back in 1948.

“The Chamber ultimately represents the business interests of the community,” Kwok said. HKGCC’s links to Government and influence with policymakers are particularly important. “I think it’s good that we get the companies represented; that we have a voice,” he said. 🌸

Company: **Wing On Co Ltd, The**

公司名稱：永安有限公司

HKGCC Membership No. 總商會會員編號：HKW0093

Established 創辦年份：1907

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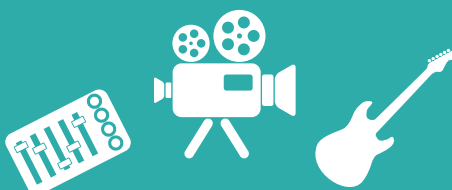
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110年前，一家小店在香港開業，改變了人們的購物方式。如今，永安依然是城中的知名百貨品牌之一，在零售業界穩佔一席。

然而，這並非永安成立的由來。郭樂和郭泉兩兄弟此前在悉尼開設蔬果批發雜貨店，後來業務擴展至其他領域，包括為澳洲的華僑提供海外匯款服務。十年後，二人決定回流香港。

永安執行董事兼家族業務第三代掌舵人郭志一解釋：「我們在1907年開業時，香港是個小地方，人口大概只有一百萬。」

1917年，隨著香港的業務蒸蒸日上，郭氏家族打算擴張業務，而上海就成為他們的首選。他說：「上海是中國的商業中心，對中國人而言就像紐約市對美國人的意義。」

1930年代，有見多項貨品皆由英格蘭北部（當時的主要製造中心）經海路運至中國的分店，該公司遂在倫敦開設辦事處。他說：「中國的中產人士喜愛使用英國製品。」

中華人民共和國宣告成立後，該公司的內地分店由政府接手，標誌著香港持久蓬勃興旺的開端；對永安而言，更是進入黃金時代的前奏。

50年代，中國爆發內戰，很多企業家和技術勞工遷到香港，促進了本港製造業的發展。因此，郭志一說：「香港經濟起飛實際是在50年代。那時，香港經濟以至企業都蓬勃發展。」

中國在1970年代後期推行開放政策，大量香港工業遷往內地，帶動本港經濟重心轉移。

郭志一說：「工廠一下子全變為住宅。自此，房地產開發商就成為市場的最大參與者。」

永安提供一站式服務，由衣服以至家電都一應俱全。過百年來，該公司的優質產品一直滿足香港市場所需。

他說：「在60、70以至80年代，香港普通市民的生活並不富庶。因此不論是一件襯衫還是一雙鞋子，他們都著重貨品的耐用性和質量。」

直到90年代，永安經營14家分店，總零售面積接近一百萬平方呎。隨著零售業顧客開始追求品牌，形勢開始有所轉變。90年代後期，沙士和亞洲金融風暴為全城帶來沉重的衝擊。多家知名百貨公司亦與香港同步經歷盛衰。然而，永安透過審時度勢，與時並進，成功抵過時間的考驗。

該公司於是削減分店數目，而由於公司自置門市（包括位於上環的旗艦店），故不受租金上漲影響。

線上購物的興起是該公司較近期的挑戰。惟郭志一指出，線上和線下購物不再限於單向流動。

他表示：「現時全球出現一個有趣現象，就是大型網上商店都計劃開設實體店。」數碼巨擘如亞馬遜和阿里巴巴正尋求開設實體店，並聲稱要消除線上線下零售的差異。

對永安來說，這代表公司要開拓網上購物業務。他說：「現時，我們有團隊正為開發網上業務忙得不可開交。一旦完成設置，連同我們原有的實體店和物流團隊，便可融合線上和線下的業務。」

多元化事業

很多香港人或會說，永安陪伴他們成長。而這番話對郭志一來說，實在再適合不過了。他作為永安創辦人之一的孫兒，表示「終生」效力公司。

他小時候，每逢聖誕旺季都會在玩具部幫忙。他在美國完成學業後，加入永安銀行，直至1980年代銀行被接管。他亦曾於集團旗下的酒店、百貨公司及海外投資部門工作。

郭志一先後擔任集團內的不同崗位，由此可見永安並不只是一家百貨公司，而物業就是郭志一的重點業務之一。

他說：「除了百貨公司，我還要管理海外投資。我們在澳洲和美國都有物業，因此須密切留意當地的商機。儘管我們資金充沛，但仍很難成事。」他表示，要判斷房地產的最佳入手時機極其困難。

郭志一和兩名兄長都積極參與永安的業務，而他們的兒子，即第四代傳人，也在永安工作。還有第五代傳人，只是他們年紀尚小，仍未加入公司。

郭志一稱：「經營家族生意有很多忌諱。」他指出，集團跟許多家族企業一樣，都傾向避險。

他說：「我們喜歡投資房地產，因為置業較有保障。物業有其價值，可供出租，以支付按揭。」公司亦偏好選擇在法治制度與英國相近的國家營商。

他說：「好的方面是對我們有所保障；壞的方面是沒有增長，局限公司發展多元業務。」

永安採取避險的策略，得以歷久不衰。然而，這並不代表公司管理層亦貫徹同樣作風。

郭志一打理永安集團的業務之餘，還開設了創新的個人業務，在香港開辦人工室內龍躉養殖場，並於澳洲購入一個孵化場。

他說：「不論是問責性還是可追溯性，養殖龍躉的業務都獲世界自然基金會認可為可持續的養魚業。」

這種養魚方法相當嶄新，郭志一可說是業界先鋒。

他說：「我大概是世上少數將人工室內飼養規模化的人。」

從1930年代的經濟大蕭條、到後來的抗日戰爭、暴動及沙士疫症，永安在家族成員的領導下，不僅能夠抵住重重衝擊，且業務亦得以穩步發展。

郭志一表示：「管理線十分重要。當你的家族日漸壯大，就會衍生出很多不同的團隊管理公司。」

因此，有時或須減持業務。在該公司悠久的歷史中，也曾經歷過像永安銀行終止營業等惡耗。

他說：「由於其中一名家族成員管理不善，以致銀行經營困難，最後被接管了。經過此事，集團的管理架構也有所轉變。」

郭志一憶述，1980年代與兄長一同管理公司時，他們的父親已離世。

他說：「我們就像給掉進深淵裡，沒有任何人可倚靠。所以有一點很重要，就是我們的兒子跟我們不同，我們現在仍可在旁扶他們一把，管理架構也就更牢固和穩定。」

永安作為本港商界的支柱之一，當然也是總商會的會員。該公司早於1948年便加入總商會。

郭志一說：「說到底，總商會代表商界的利益。」總商會與政府的聯繫及對決策者的影響，對企業尤為重要。他續道：「我認為企業有總商會代為發聲是好事。」



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Blooming Business 繁花盛放

Entrepreneur found that speedy service and beautiful bouquets are not always assured, so he decided to start his own flower delivery service to fill the gap, reports the Chamber's staff writer **Ray Lai**

創業家有感花束的質量和速遞效率未有保證，遂決定自立門戶，填補縫隙 本刊記者黎泓江

情人節將至，送花香港有限公司也準備就緒，迎接一年中的旺季之一。該公司於2010年成立，提供鮮花花束、花籃速遞服務，並標榜即日送花，服務遍及全港。

送花香港有限公司董事胡偉良進軍花卉市場前，曾從事資訊科技行業。

該公司的原業務模式以外包為主，但胡偉良不久便對花卉的質量和速遞效率不甚滿意，遂自建團隊，務求提供最高水平的服務。

他說：「我們的宗旨是以花卉傳送愛與幸福，因此十分著重品質控制。」

花卉多被視作珍貴的禮物，或在特別場合送出，因此確保其達到最高質素至關重要。他解釋，公司的花卉自肯尼亞進口，可存放較久。

公司重視質量的另一原因，是要從眾多競爭對手突出。他說，電子商貿近年在香港興起，表示有更多花卉公司提供網上訂花服務。

「由於准入門檻低，我們正面對新行家的激烈競爭。」

儘管該公司的速遞服務遍及全港，惟很多顧客均來自更遠的地方。因此，提供多種付款方式也是為顧客提供更大方便的關鍵。

胡偉良說：「我們接受來自全球各地的訂單，公司提供多個既方便又安全的付款方式以供選擇。」

胡偉良的資訊科技行業背景無疑有助其為業務開發付款方式。除了銀行轉賬和PayPal，送花香港亦接受以比特幣付款，在市場上較為少見。

他說：「創新對公司的發展十分重要。通過不斷開拓服務範圍和優化營運、服務及產品，我們可提供全方位質量保證的服務，讓顧客安心無憂。」

胡偉良亦嘗試在產品種類上推陳出新。最近，他引入一款名為LYFE的瑞典製花盆。這款花盆易於保養，獨特之處在於其橡木底座內含磁石，讓花盆可懸浮空中，360度旋轉。他說：「只要看著這神奇的盆栽，就能緩解壓力。」

胡偉良明瞭，若服務不到位，再高質量和創新的產品也不足以留住顧客。

他說：「我們不傾向賺快錢；我們與顧客建立互信。」

胡偉良不只致力服務來自世界各地的顧客，還熱衷於服務本地社群。公司每接一張訂單，都會捐出10%盈利作慈善用途。因此，今年每一位光顧送花香港的客人，都可以藉此行一小善。

他說：「我們除了為客人提供性價比高的可靠產品和服務，亦著重履行社會責任。」



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With Valentine's Day coming up, Flower Delivery Hong Kong is gearing up for one of its busiest seasons. The company, established in 2010, delivers flower bouquets, baskets and arrangements all over Hong Kong, specialising in same-day delivery.

Leslie Wu, Director of Flower Delivery Hong Kong Limited, had a background in IT before venturing into the flower market.

The company's original business model depended on outsourcing, but Wu quickly became dissatisfied with the quality of flowers and poor efficiency of delivery. He decided to build his own team so he could run the business to the highest standards.

"Quality control is our main concern, as our mission is to deliver love and happiness with flowers," he said.

Because flowers are often sent as a cherished gift or for a very special occasion, ensuring the highest standards is essential. Wu explained that the company's flowers are imported from Kenya, which tend to last longer.

Another reason for focusing on quality is to differentiate the company from its many rivals. The take-off in e-commerce in recent years in Hong Kong means that there are many flower companies that also offer online delivery services, Wu said.

"We are facing fierce competition from new entrants due to low entry barriers."

The company delivers all around Hong Kong, but many of its clients are from much further afield. This means that having a wide range of payment options is also essential to make life easier for its customers.



"We accept orders from around the world. You can choose from several convenient and secure payment methods," Wu said.

Wu's IT background has undoubtedly been a plus when it comes to developing the payment side of the business. Besides payment options such as bank transfers and PayPal, Flower Delivery Hong Kong is fairly unusual in that it also accepts Bitcoin.

"Innovation is important for a company's development," he said. "Through continuously broadening our service scope and optimizing our operations, services and products, we can provide a full range of quality assurance services that make our customers feel at ease."

Wu also has tried to be innovative in the types of products that the company provides. Recently, he introduced a Swedish planter named LYFE. This easy-care plant requires minimum maintenance, but its real draw is that it is suspended in mid air and gently rotates above an oak base, using magnetic levitation. "It helps you to liberate stress when you look at this magical plant," he said.

Wu understands that high-quality and innovative products are not enough alone to build long-term customers if service is also not top notch.

"We don't believe in making a quick profit; we build trust with customers," he said.

Wu is not only committed to his customers around the world, he is also keen to serve the local community. With every purchase, the company donates 10% of its profits to charity. So anyone using Flower Delivery Hong Kong to buy their flowers this year can feel that they have also done a small good deed with their purchase.

"Besides offering our customers' competitive pricing with reliable products and service, social responsibility is also my concern." Wu said. 🌸

Company: Flower Delivery Hong Kong Ltd

公司名稱：送花香港有限公司

HKGCC Membership No. 總商會會員編號：HKF0428

Established 創辦年份：2010

Website 網站：www.flowerdeliveryhongkong.com

Connecting the World 接通世界

Plenty of young people take on casual work while they study. But few can rival Ahmet Serhat Sari, who turned his student job into a high-flying career that has taken him around the world.

Sari started working part time at Turkish Airlines when he was at university, and after graduation joined the ranks of permanent staff at the company's headquarters in Istanbul.

Established in 1933, the national flag carrier is now recognised as a four-star airline and is a member of the Star Alliance. Awards the airline has received recently include the "Best Airline in Europe" from Skytrax every year from 2011 to 2016.

Its Istanbul base, at the historical intersection of Europe and Asia, gives it a great advantage, and it provides connections to 300 destinations worldwide including around 250 international routes.



Turkish Airlines' global network also means great opportunities for staff members like Sari. After a few years in the Revenue Management Department in Istanbul, he was promoted to Regional Sales and Marketing Manager in Los Angeles. Here, he was responsible for crafting sales and marketing strategies for new destinations while also handling administration and operational duties.

After 18 months in California, Sari became General Manager – Edinburgh, with responsibility for the Scotland market, then a newly launched

destination for Turkish Airlines.

His time in Edinburgh was an inspiring experience, Seri said. "I had to manage and oversee everything starting from scratch, which was both an exciting but challenging venture for me."

After five years in Scotland, another international move was in the pipeline, and Sari became General Manager – Hong Kong in February last year.

Turkish Airlines set up its Hong Kong office in 2002, and joined the Chamber in 2009 to take advantage of its range of networking platforms.

"The Chamber is a very well-established and successful organization, with members doing business with every part of the world," Seri said.

"We would like to participate in and enhance our business relations and connectivity both locally and worldwide," he added.

The opportunity to attend HKGCC's wide range of events is another plus point for Sari.

"I enjoy the seminars and trade missions the most," he said. "They are beneficial to our organization from different perspectives." ❀

不少年輕人都利用課餘時間做兼職，然而很少人能做到像Ahmet Serhat Sari般，把航空兼職工作轉成正職，帶領他振翅高飛、環遊世界。

Sari唸大學時開始在土耳其航空做兼職，畢業後轉為正式員工，在位於伊斯坦布爾的公司總部工作。

土耳其航空成立於1933年，為土耳其的國家航空公司，也是星盟的成員之一，現為一家四星級航空公司。該公司由2011年至2016年連續獲Skytrax評為「歐洲最佳航空公司」。

公司的伊斯坦布爾基地處於歐亞的歷史交匯點，盡享地理優勢，接通全球300個航點，當中包括約250條國際航線。

土耳其航空的環球網絡亦為員工帶來極佳的機遇，Sari就是例子之一。他在伊斯坦布爾總部的收益管理部門任職數年後，獲擢升至土耳其航空洛杉磯區域銷售及市場經理，負責為新航點制訂銷售和市場策略，以及處理行政和營運事務。

Sari在加州工作18個月後，再調升為土耳其航空愛丁堡總經理，負責公司當時新航點——蘇格蘭的市場業務。

他在愛丁堡工作時獲益良多。他表示：「我要管理和監督一切事項，這種經驗既刺激又富挑戰性。」

Company: Turkish Airlines

公司名稱：土耳其航空

HKGCC Membership No. 總商會會員編號：HKT0620

Established 創辦年份：2002

Website 網站：www.thy.com.hk

在蘇格蘭度過五年後，Sari於去年2月調職香港，出任土耳其航空香港總經理一職。

土耳其航空於2002年在香港成立辦事處，並於2009年加入總商會，以利用其提供的不同網絡平台。

Sari說：「總商會信譽卓著，會員來自世界各地，是一家成功的商業機構。」

他補充：「我們希望藉著加盟總商會，可以改善公司的本地以至全球業務關係和聯繫。」

參與總商會的各類活動亦讓Sari大開眼界。

他說：「我最喜歡參加研討會和貿易考察團。這些活動可讓公司從不同方面受惠。」 ❀



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20 YEARS

Investing in Human Capital 投資人力資本

As a child, C.K. Lee grew up knowing the value of hard work. His father started as a shop apprentice and worked his way up to running a seafood products retail business in Sai Ying Pun.

So the young Lee had no qualms about spending his younger years at the sharp end of a number of industries, including as a salesman, a tour guide and a welfare worker.

He later held senior executive roles in the services and manufacturing sectors. But the pull of entrepreneurship was strong and, in 1993, he established his own business.

As a well-established consultancy in the region, C.K. Lee & Associates is in a good position to take advantage of opportunities that are arising as the market evolves.

In the next few years, for example, the last batch of baby boomers will be retiring. Both multinationals and listed corporations may struggle to find successors at the management level. Lee and his team are primed to advise the company's clients on how to cope with this shift.

C.K. Lee & Associates became a member of the Chamber in 1996 in order to grow the company's network.

李志強自小就深明成功需苦幹的道理。他的父親是學徒出身，從低做起，憑著刻苦拼勁，後來在西營盤經營海產零售業務。

李志強早年曾在不同行業打拼，當過售貨員、導遊及福利員。

他後來投身服務及製造業，出任高級行政人員。然而，他一直渴望創業，最終於1993年開設業務。

李志強管理顧問公司為一家人力資本顧問公司。隨著市場對中國顧問的需求日益增加，該公司致力提供針對東盟國家、中國內地及香港的需要、文化及語言的顧問服務。

該公司向各行各業的企業客戶提供人力資本顧問及發展服務，包括世界500強企業、公營機構及上市公司，它們大多來自金融、快速消費品、電訊及製藥業。

李志強說：「我們是可信賴的顧問、管理發展商及企業主管教練，這是我與同事常常引以自豪的。」

李志強管理顧問公司作為區內信譽卓著的顧問公司，可藉市場發展把握有利商機。

例如，最後一批嬰兒潮人口將於未來數年

陸續退休。屆時，跨國企業和上市公司或需苦苦物色管理層的繼任人。李志強及其團隊正好就這個人力趨勢為客戶提供意見。

李志強管理顧問公司於1996年加入總商會，以擴展業務網絡。

李志強說：「總商會是歷史最悠久的商會，信譽良好，會員來自各行各業，這些都是我們加盟的原因。」

他補充，他和團隊都欣賞本會舉辦的多元化活動，為他們締造商機。

他表示：「我和同事都有參加兩年一度的『CEO人力資本大會』及中國商務考察團，從中獲益良多。參與總商會人力委員會、中國委員會及歐洲委員會的事務，亦讓我廣交好友。」

I have also made good friends from participating in the work of the Manpower Committee, China Committee and Europe Committee of the Chamber.

參與總商會人力委員會、中國委員會及歐洲委員會的事務，亦讓我廣交好友。



C.K. Lee & Associates, a human capital consultancy, was founded with the aim of tapping the growing demand for Chinese consultants conversant with local needs, culture and language in ASEAN and the Chinese Mainland, as well as in Hong Kong.

Since then, the company has provided human capital advisory and development services to a range of corporate clients. These include Fortune 500 corporations, public organizations and listed companies – mostly in the financial, FMCG, telcoms and pharmaceutical sectors.

“My colleagues and I always take pride in being a trusted advisor, management developer and executive coach,” said Lee.

“We joined the Chamber because it is the one with the longest history, good reputation and most diverse membership base,” Lee said.

He added that he and his team appreciate the opportunities provided by the range of events.

“My colleagues and I have found the biannual CEO Manpower Conferences as well as the business delegations to China particularly fruitful,” he said. “I have also made good friends from participating in the work of the Manpower Committee, China Committee and Europe Committee of the Chamber.”

Company: C.K. Lee & Associates

公司名稱：李志強管理顧問公司

HKGCC Membership No. 總商會會員編號：HKC0578

Established 創辦年份：1993

工商月刊 BULLETIN



工商月刊



• 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 Ho, describes himself as a proud Hongkonger and born optimist. The Bulletin's Editor Malcolm Alsworth spoke with him about Hong Kong's prospects, and getting the community and our economy back on track.

Following are excerpts from that interview.

香港新任主席及本報專訪：「身為香港人，對香港的前途充滿信心。」

《工商月刊》新任主席及本報專訪：「身為香港人，對香港的前途充滿信心。」

the Bulletin's Commission on being elected Chairman of the Hong Kong Chamber of Commerce and Industry will be a great honor to serve as the Chamber's new Chairman. The former Chairman has done a fantastic job in the past few years to make the Chamber both up to the mark and ready to take on the challenges ahead. I am confident that the Chamber will continue to be a leading voice for the business community in Hong Kong.

Why do you want to be the next Chairman of the Chamber? We have a great team of people who are dedicated to the Chamber's mission. I believe that the Chamber can play a vital role in supporting the business community and promoting Hong Kong's interests.

Cover Story 封面故事

The New Internet+ Era 邁向互聯網+新時代

More businesses and consumers are embracing the online world of e-commerce.

香港多企業和消費者積極擁護網上消費新時。

More businesses and consumers are embracing the online world of e-commerce. This is the new Internet+ era, where digital technology is transforming the way we do business and shop. The rise of e-commerce has opened up new opportunities for businesses to reach a wider audience and for consumers to enjoy more convenient shopping experiences.

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On the Horizon 注目焦點

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

The Chamber has organized a panel discussion on the Belt and Road Initiative and its implications for Hong Kong's financial services sector.

工商會已組織一場有關一帶一路倡議及其對香港金融服務業影響的專題研討會。

The Belt and Road Initiative (BRI) is a global development strategy adopted by the Chinese government in 2013. It aims to enhance regional connectivity and promote economic growth through infrastructure development and trade facilitation. For Hong Kong's financial services sector, the BRI presents significant opportunities for expansion and growth.

Cover Story 封面故事

Innovation Waves 創新浪潮

Exploring the challenges and opportunities of innovation in Hong Kong.

探討香港創新所面臨的挑戰與機遇。

Innovation is the key to long-term economic growth and competitiveness. However, it also comes with challenges such as funding, talent, and regulatory barriers. The government and the business community need to work together to create a supportive environment for innovation and entrepreneurship.

Share Allie 分享時刻

Going on an Italian Gastronomic Odyssey 意味情迷之旅

Discover the flavors of Italy through traditional dishes and wine.

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Hearty Fare

Tender and juicy lamb served a variety of ways is the star attraction at this Xinjiang eatery, finds the Chamber's staff writer **Lafee Lo**



Xinjiang Tiger Salad

新疆老虎菜

Featuring sliced green chilies, cucumber, onions and tomatoes, this traditional Xinjiang salad is known for its tangy flavors dressed in sugar, sesame oil, minced garlic and Zhenjiang vinegar. Its name in Chinese, tiger salad, comes from its striped appearance.

這道傳統新疆沙律的材料有青辣椒、黃瓜、洋蔥和番茄切片，配上由糖、芝麻油、蒜泥和鎮江醋調製而成的醬料。這道沙律以這味道濃烈的醬汁而聞名，而「老虎菜」的得名則源自其條狀的賣相。

Tucked away on a side street in Sai Ying Pun, Ba Yi is a hidden gem for lamb lovers. The Michelin-recognised eatery specializes in Xinjiang halal cuisine with a focus on lamb dishes – including roast, braised, fried and steamed. Anyone avoiding red meat, however, will still find a range of authentic and tasty Xinjiang options on the menu.

On entering the restaurant, customers find themselves transported into a Turkic world, with a map of the ancient Silk Road on the wall and exotic chandeliers and marble dining tables in the comfortable dining space. A number of tall tables can also be found in the restaurant's small outdoor area, for those who prefer alfresco dining while indulging in this hearty, meaty fare.



Roast Leg of Lamb

烤羊腿

This tender and juicy leg of lamb is a major crowd-pleaser. The joint is roasted in Xinjiang spices such as cumin and anise seeds, and served with homemade ketchup and freshly ground cumin.

這道烤羊腿鮮嫩多汁，深受食客歡迎。羊腿抹上孜然籽和茴香籽等地道香料後進行烤焗，再配上自家製茄汁和即磨孜然粉。

Xinjiang Spicy Chicken Stew

新疆大盤雞

Chunks of chicken and potatoes are cooked with red chilies and some Xinjiang spices, and is a good option if you are getting lambed out. To enjoy this dish like a Uyghur, homemade thick wheat noodles can be ordered to soak up every drop of the sauce.

如果你不吃羊，那大可試試這道大盤雞——雞肉和馬鈴薯加上紅辣椒和新疆香料一起燉煮。若想仿效維吾爾人的食法，可另叫手打粗麵以盡收醬汁的精華。



Xinjiang Traditional Stewed Lamb**新疆手抓肉**

It may not look exciting, but this traditional stewed lamb is delicious enough to win over even a lamb-hater. This Xinjiang signature dish involves marinating ribs in spices overnight before steaming them for six hours until the meat falls off the bone.

也許這道招牌傳統手抓肉的賣相平平無奇，但味道就連不嗜羊者亦難以抗拒。羊排先以香料醃製一夜，再蒸煮上六小時，直至骨肉分離。

**Xinjiang Style Tossed Noodles****新疆拌麵**

Sometimes described as the Uyghur version of spaghetti, Xinjiang Laghman noodles are simple and filling. The fresh homemade noodles are served al dente with a mouthwatering sauce made from lamb stock, onion, pepper and ketchup.

這道麵又被形容為維吾爾版的意大利麵。新疆拌麵的做法簡單，而且果腹。麵條新鮮即製，充滿韌勁，配以羊肉湯、洋蔥、胡椒和茄汁煮成的醬汁，讓人垂涎欲滴。



窩心盛宴

一道羊肉配以各種煮法都能保持肉質鮮嫩多汁，
正正是這家新疆餐館的賣點 本刊記者勞嘉儀

巴依餐廳藏身於西營盤一條小巷，是嗜羊者的福音。這家清真餐廳為米芝蓮所推介，主打新疆羊肉菜式，輔以烤、燉、炸和蒸等烹調手法。不嗜紅肉者亦可選擇多款正宗新疆菜，同樣滋味無窮。

甫踏進餐館，看見牆上掛著古絲綢之路的地圖，還有那充滿異國情調的吊燈和雲石餐桌，讓人恍若置身突厥汗國。餐廳外有個小小的戶外用餐區，放上數張高桌，在露天享用這頓窩心盛宴，別有一番風味。

**Xinjiang Fried Rice****羊肉手抓飯**

This fragrant lamb rice pilaf – seasoned rice, meat and vegetables – proves addictive. The chewy pearl rice is infused with the mildly gamey taste of lamb balanced by the sweetness of onions and carrots. The addition of cumin and anise seeds deliver a uniquely aromatic hit to this comfort food.

手抓飯經過調味，再加上肉類和蔬菜，香氣四溢，讓人欲罷不能。洋蔥和蘿蔔的甜味中和了珍珠飯的微羶味。孜然籽和茴香籽更為這道菜添上獨特的香氣，錦上添花。

Original Yoghurt Drink**原味酸奶**

To cut through the rich and oily Xinjiang feast, a smooth and creamy homemade iced yogurt drink is an ideal accompaniment.

嘗過多道濃味的新疆菜式後，以細嫩幼滑的自家製冷酸奶消除油膩感，為這頓盛宴畫上句號，實屬不二之選。

Ba Yi Restaurant 巴依餐廳

G/F, 43 Water Street, Western District

西環水街43街地下

(852) 2484 9981

Reservations are required for dinner

惠顧晚餐需預訂





Inventing a Brighter Future

Vice Minister sees key role for Hong Kong in China's scientific development

Tieniu Tan, Vice Minister of the Liaison Office of the Central People's Government in the Hong Kong SAR, visited the Chamber on 30 November to share his thoughts on the recently concluded 19th National Congress of the Communist Party of China (CPC). This was the fourth time that Tan, a renowned scientist and former vice president of the Chinese Academy of Sciences, had attended the congress as a delegate.

He started by expressing his appreciation to HKGCC for giving him the opportunity to share his personal reflections.

"I think mutual understanding is very important," he said. "Only through mutual understanding can we have mutual trust. And mutual trust is very important to get things done in the most efficient way."

Tan recalled some "unpleasant experiences" when he lived in the U.K. in the 1980s as result of misunderstandings about the CPC.

"I personally think that if you really want to understand China, first of all you need to understand the CPC," he said. "And the base of understanding the CPC is to understand its National Congresses."

Since the 18th National Congress, China has seen "profound and fundamental" changes, Tan said, such as lifting 65 million people out of poverty. Looking ahead,

the Belt and Road Initiative aims to drive development in China and beyond, delivering "the concept of a common community with a shared future."

The past five years have also seen extraordinary breakthroughs by Chinese scientists.

For example, the Vice Minister said it had just been reported that China's dark matter satellite had received signals from outer space that had never been detected before.

"That represents the possibility of a completely new understanding of the universe," he said.

Other advances include one of the largest telescopes ever developed, the fastest supercomputer in the world, and success both in space and underwater exploration.

In Tan's own area of expertise, artificial intelligence (AI), China is attracting global attention. "If you talk about output, the number of papers, Mainland China is number one," he said. "And, also very impressive, Hong Kong is number six. In Hong Kong we have a very strong AI research force."

Tan explained that while the concept of AI is not new, it is a hot topic because there have been a lot of breakthroughs recently. Perhaps the best-known is Alpha Go, but advances have also been made in medical diagnostics and language technology – including by the Hong Kong-based Hanson Robotics.

開創更光明未來

副主任看重香港在中國科學發展中的角色

Tan's own work focuses on iris recognition, and is already being employed in a number of industries.

"This technology is now being used in all the major coal mines in Mainland China to identify the miners," he said.

Iris recognition is more advanced than fingerprint or face recognition, and is particularly useful in an industry where dirt and dust mean that workers can be rendered unrecognisable. It has also been adopted by some Middle East countries for use at ATMs.

"These domestic breakthroughs have booming applications in all sectors," he said. "Security, manufacturing, education, finance, media – that's why AI is important."

Tan was careful to highlight the limitations of AI, however. Alpha Go, for example, may be able to beat a world champion at Go, but it cannot play chess.

He explained the importance of the "golden cycle of STPM" – science, technology, products and market. An efficient cycle ensures that science and technology leads to the creation of innovative products that earn money when taken to market, which can then be invested back into more research and development.

Hong Kong and the rest of the Greater Bay Area have together got all of the elements of STPM, Tan said. Hong Kong, with its great universities and pool of leading sci-

entists, provides the science. Shenzhen is a technology hub, while the Pearl River Delta is a major production area. Then the Chinese Mainland and beyond present an enormous market.

"I cannot think of another place in the world with such a wonderful ecosystem for STPM," the Vice Minister said.

"We want to make it easier for our friends in Hong Kong to develop their businesses and careers in Mainland China," Tan said.

Looking to the future, Tan said: "We are standing at a new historical juncture in Chinese development." He noted that at this year's National Congress there was more mention of one country, two systems than in the past, showing the importance of Hong Kong and Macao.

"The Central Government wants to develop Hong Kong into an international centre for science and technology," Tan said, adding that a recent meeting with Chief Executive Carrie Lam had shown him the Hong Kong Government's determination to develop the sector as well.

Tan concluded by providing his thoughts on the Chamber's key role in Hong Kong's success.

"HKGCC has been, and will continue to be, a great connector of the business community, and a great contributor to Hong Kong's prosperity." 🌸

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中央人民政府駐香港特別行政區聯絡辦公室副主任譚鐵牛於11月30日到訪總商會，分享對近日閉幕的十九大會議之見解。譚鐵牛是著名科學家及中國科學院前副院長，這是他第四次以代表的身份出席會議。

他首先感謝總商會提供這個機會，讓他分享個人反思。

他說：「我認為互相了解十分重要。只有通過互相了解，方能建立互信；而互信之所以關鍵，在於其能夠以最有效的方式辦妥事情。」

譚鐵牛憶述1980年代獨自在英國生活時，對中共有所誤解，因而產生了一些「不快經驗」。

他解釋，人工智能雖然不是甚麼新概念，但由於近年取得眾多突破，因此仍是個熱門話題。或許最廣為人知的是Alpha Go圍棋程式，不過人工智能在醫療診斷和語言技術方面亦取得進展，香港公司Hanson Robotics就是一例。

譚鐵牛的工作集中於虹膜識別，這種技術現已獲多個行業採用。

他說：「這項技術現已應用於中國內地所有的主要煤礦，以識別礦工。」

虹膜識別比指紋或面部識別更先進，尤其適用於煤礦業，因為污垢和灰塵往往會令系統難以識別工人的特徵。一些中東國家也在銀行的自動櫃員機應用這項技術。

他又稱：「這些本地突破已在各行各業廣泛應用，如保安、製造、教育、金融、媒體等，可見人工智能的重要性。」

然而，譚鐵牛亦強調人工智能的局限。以Alpha Go為例，它或可擊敗世界冠軍棋手，卻不能下棋。

他講解科學、技術、產品和市場（STPM）的黃金循環之重要性。有效的循環可確保科學和技術發展成為創新產品，能夠在市場上賺錢，再把所得的利潤重新投放於更多的研發活動。

譚鐵牛指出，香港與大灣區其他城市綜合了STPM的所有元素。香港擁有卓越的大學，匯聚了頂尖的科學家，能夠提供科學基礎；深圳是科技樞紐；珠三角則是重要的製造基地；而中國內地和海外地區亦提供龐大的市場。

譚副主任又說：「我想不到世上有另一個地方，能夠具備如此出色的STPM生態系統。」

譚鐵牛說：「我們希望為香港的朋友提供更大的便利，以便他們在中國內地拓展業務和事業。」

展望未來，譚鐵牛表示：「我們處於中國發展的歷史時刻。」他指出今年的全國人大比過往更多提及「一國兩制」，顯示出香港和澳門的重要性。

「中央政府希望發展香港成為國際科技中心。」譚鐵牛續道，行政長官林鄭月娥近日與他會面時，已展現出香港政府發展業界的決心。

最後，他談及總商會對香港成功所擔當的重要角色。

「總商會一直並將繼續連繫商界，為香港的繁榮作出貢獻。」

The Central Government wants to develop Hong Kong into an international centre for science and technology.

中央政府希望發展香港成為國際科技中心。



「我個人認為，要真正了解中國，就先要了解國共。」他說：「而要了解國共，就要了解人大會議。」

他表示自十八大以來，中國經歷了「深刻而根本」的轉變，例如協助6,500萬人脫貧。展望未來，「一帶一路」倡議旨在推動中國發展，實現「人類命運共同體的概念」。

過去五年亦見證中國科學家取得了多項非凡突破。

例如，譚副主任引述消息指出，中國的暗物質粒子探測衛星接收到來自外太空、從未偵測到的訊號。

他解釋：「此等發現可能讓我們對宇宙有全新的了解。」

其他進展包括研發全球最大的望遠鏡之一、世上最快的超級電腦，以及太空和海底探索的多項成就。

譚鐵牛專長的領域是人工智能，中國在這方面亦引起了全球注視。他說：「論發表文章的數量，中國內地堪稱第一。香港的表現亦相當不俗，位列第六。香港擁有強大的人工智能研究團隊。」



Hong Kong General Chamber of Commerce
香港總商會1861

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Stephen Ng, Chamber Chairman, and representatives from other local chambers, attended a dinner hosted by Wang Zhimin, Director, Liaison Office of the Central People's Government in the HKSAR, on 1 December. They exchanged views on Hong Kong's economic and social situation and how local businesses can contribute to the Mainland's economic development.

中聯辦主任王志民於12月1日晚設宴招待總商會主席吳天海及其他本地商會領導。席間，各人就香港的經濟和社會狀況及本地企業可如何帶動內地經濟發展互換意見。

Zhu Yilin, Deputy General Manager, Nantong Coastal Development Co., Ltd., visited the Chamber on 24 November to promote Tongzhou Bay, a port development in Nantong City. PC Yu, China Committee Chairman and General Committee member, received the delegation.

南通沿海開發集團副總經理朱一林於11月24日到訪本會，介紹南通市通州灣港口的發展，由中國委員會主席兼理事余鵬春接待。

Nature Yang, Vice Chairman of the Industry & Technology Committee, represented the Chamber at the 16th PRD Annual Gala Dinner Promoting Guangdong-Hong Kong Trade and Industrial Co-operation, held in Dongguan on 8 December. HKGCC was one of the co-organizers of the event.

工業及科技委員會副主席楊自然於12月8日代表總商會出席在東莞舉行的2017第十六屆「香港珠三角工商界合作交流會」。總商會為活動的協辦機構之一。



The Chamber hosted a luncheon for leaders of five major local chambers and the Liaison Office of the Central People's Government in the HKSAR on 27 November to strengthen the connection among chambers and with the Central Government. Tieniu Tan, Vice Minister of the Liaison Office, joined the lunch and shared his views on the latest developments in the Mainland.

總商會於11月27日設宴招待中央人民政府駐香港特別行政區聯絡辦公室領導及本地五間主要商會領導，以加強商會與中央政府之間的聯繫。中聯辦副主任譚鐵牛出席午宴，就內地最新發展分享見解。



Evan Xian, Head of China Practice at Sun Lawyers LLP, discussed the Fourth Judicial Interpretation of the Company Law of the People's Republic of China at a Chamber roundtable on 28 November. He also shared case examples on the key topics on the "Right to Information and Right to Profit Distribution."

司徒維新律師行中國事務部總監洗一帆在總商會11月28日的午餐會上，詳解《公司法司法解釋（四）》，並就股東知情權和利潤分配權等議題分享案例。

A 28-member delegation, led by PC Yu, China Committee Chairman, visited Huizhou in the Greater Bay Area on 14-15 December. Delegates met with Mai Jiaomeng, Mayor of Huizhou Municipal People's Government, and local officials, and visited a number of Hong Kong enterprises in the manufacturing sector to learn about local business opportunities.

中國委員會主席余鵬春於12月14至15日率領28人代表團赴惠州考察。代表團拜訪了惠州市市長麥教猛及與當地官員會面，並考察數家從事製造業的港企，了解當地商機。



China Committee Vice Chairman Petrina Tam represented the Chamber to speak at a number of seminars during the Beijing-Hong Kong Economic Cooperation Symposium on 28 and 29 November, namely the Beijing-Hong Kong Electronic Information Industry Cooperation Forum, the Beijing-Hong Kong Green Development Seminar, and the Beijing Service Industry Comprehensive Pilot Promotion Seminar.

中國委員會副主席譚唐毓麗於11月28至29日代表總商會參加「北京·香港經濟合作研討洽談會」，並為「北京·香港『高精尖』產業合作發展論壇」、「北京·香港共享綠色發展機遇論壇」及「北京市服務業擴大開放綜合試點推介會」擔任講者。

Chamber members joined the 2017 Foshan-Hong Kong Trade and Investment Symposium on 1 December to learn about the latest developments and business opportunities in Foshan, a city in the Greater Bay Area.

總商會會員於12月1日出席「2017佛山（香港）投資環境推介會暨晚宴」，了解大灣區城市之一佛山市的最新發展和商機。



中國銀行（香港）發展規劃部經濟及政策研究主管謝國樑出席12月13日的委員會會議，簡述中共十九大，並就內地發展趨向分享見解。

Dr Tse Kwok Leung, Head of Policy & Economic Research, Economic & Strategic Planning Department, Bank of China (Hong Kong), briefed China Committee members on the 19th National Congress of the Chinese Communist Party and shared his insights into the direction of the Mainland's development trends at a committee meeting on 13 December.

The 21st Beijing-Hong Kong Economic Cooperation Symposium took place on 28 and 29 November, and the Chamber was one of the co-organisers. Since 1997, the symposium has been an important annual event for promoting economic and trade cooperation between Hong Kong and Beijing. Chen Jining, Acting Mayor of Beijing Municipal City, kicked off the event with Carrie Lam, Chief Executive of the HKSAR Government, on 28 November. Chamber Chairman Stephen Ng attended the opening ceremony and also the high-level business roundtable meeting to share his views on strengthening cooperation between Hong Kong and Beijing.

「第21屆北京·香港經濟合作研討洽談會」於11月28至29日舉行，總商會為協辦機構之一。自1997年起，研討會一直是推動京港經貿合作的年度重要活動。北京市人民政府代市長陳吉寧與香港特別行政區行政長官林鄭月娥於11月28日一同為研討會揭開序幕。總商會主席吳天海出席開幕典禮及工商界高層交流座談會，就加強京港合作分享見解。

Americas Committee 美洲委員會

Celebrating Canada's 150th Anniversary 慶祝加拿大150周年國慶

The Americas Committee Secretariat attended the official closing ceremony of Canada 150 on 9 December at Ocean Park. This event concluded the celebrations in Hong Kong to mark Canada's 150th anniversary of Confederation. Chief Secretary for Administration Matthew Cheung Kin-chung attended as guest of honour and toasted the city's Canadian community as well as the growing ties between Hong Kong and Canada.

美洲委員會秘書出席12月9日假海洋公園舉行的Canada 150官方閉幕典禮，為香港慶祝加拿大150周年國慶的最後一項活動。政務司司長張建宗擔任典禮的主禮嘉賓，他為本港的加拿大裔社群及香港與加拿大日漸緊密的聯繫舉杯祝酒。

Asia & Africa Committee 亞洲及非洲委員會

Business Matching with Tottori Suppliers 與鳥取縣供應商進行商業配對

Takashi Moriwaki, Deputy Chair of the Tottori Federation of Small Business Associations, led a group of delegates specialized in food manufacturing from the prefecture to visit the Chamber on 8 December. Behzad Mirzaei, Chairman of the Asia & Africa Committee, received the Japanese delegation along with Chamber members. The visitors showcased products from Tottori including a variety of healthy teas and pink curry, a local speciality from the region. Members exchanged views with the delegates about the possibility of marketing their products in Hong Kong, and discussed establishing business collaboration.

鳥取縣中小企業團體中央會副會長森脇孝於12月8日率領來自該縣食品製造業的代表團到訪，由亞洲及非洲委員會主席苗澤文及總商會會員接待。代表團展示鳥取縣的特產，包括多款健康茶葉和當地特產的粉紅咖哩。會員與團員就如何在香港推廣當地的產品交流意見，並討論建立商業合作關係。



Hokkaido Delegates Visit Chamber 北海道代表團到訪

Yasuhiro Tsuji, Vice Governor of Hokkaido Prefecture, accompanied by Hokkaido officials and JETRO Hong Kong's Director General Ryoichi Ito, called on the Chamber on 15 December, where he was welcomed by Chamber CEO Shirley Yuen. Tsuji was eager to discuss the upcoming seminar on investing in Hokkaido at the Chamber on 15 January. Members can find more details on the free seminar on the Chamber's website.

北海道副知事辻泰弘在北海道官員及日本貿易振興機構香港所長伊藤亮一陪同下，於12月15日到訪，由總商會總裁袁莎妮接待。辻泰弘希望討論將於1月15日假總商會舉行的投資北海道研討會。會員可瀏覽總商會網站，了解是次免費研討會的詳情。



Marcus Consolini, Managing Director, Corporate Acquisitions, Ullink, met with the Chamber's Director for PR and Programs Malcolm Ainsworth on 4 December to discuss the Asia & Africa Committee's upcoming mission to Osaka on 21 January. Consolini, who has invested in several projects in the country, shared his experiences relating to investing in Japan.

Ullink企業收購董事總經理Marcus Consolini於12月4日與總商會公共關係及項目總監麥爾康會面，討論亞洲及非洲委員會將於1月21日舉辦的大阪訪問團。Consolini在當地投資了多個項目，他於會上分享投資日本的經驗。

Committee Chairmen 委員會主席



Mikael Pare, Asia & Africa Committee member, spoke at the committee's meeting on 6 December about a meeting with Anas Hafez, Economic Advisor, Qatar Consulate General, to discuss the Qatar Financial Center project. He said the country is seeking to diversify away from energy to a more services-oriented economy. Currently, the country is spending billions of dollars on upgrading its infrastructure and facilities in preparation for the 2022 World Cup, so he believes there are many opportunities for Hong Kong companies in the country.

Also at the meeting, Committee Chairman Behzad Mirzaei proposed the committee develop a mission statement to steer its priorities to ensure it provides the maximum benefit to members.

亞洲及非洲委員會委員彭偉浩在12月6日的委員會會議上，談及與卡塔爾總領事館經濟顧問Anas Hafez會面並討論卡塔爾金融中心項目的事宜。他表示，該國正尋求多元發展，從能源轉向服務主導型經濟。目前，卡塔爾正投放數以十億元來提升基礎設施，為2022年主辦世界盃做好準備，故他認為當地可為港企提供大量的機遇。

會上，委員會主席苗澤文建議委員會制訂使命聲明，作為委員會的工作導向，確保為會員帶來最大的裨益。

Dr Luca de Leonardis, Head of Australia and New Zealand, InvestHK, met with the Chamber's Director for PR and Programs Malcolm Ainsworth on 4 December to discuss providing assistance to Australian and New Zealand firms looking to build contacts with Hong Kong and Mainland companies.

香港投資推廣署澳洲及新西蘭主管Luca de Leonardis博士於12月4日與本會公共關係及項目總監麥爾康會面，討論為有意與中港兩地企業建立聯繫的澳洲及新西蘭企業提供支援。

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



Stephen Wong, Privacy Commissioner for Personal Data, briefed members on recent developments in China's Cyber Security Law and the European Union's General Data Protection Regulation at the committee meeting held on 11 December.

個人資料私隱專員黃繼兒於12月11日的委員會會議上，向委員講解中國內地的《網絡安全法》和歐盟《一般資料保護規則》的最新發展。



Americas Committee
美洲委員會
Mr Thomas Wa Sun Wong
黃華榮先生



Asia/Africa Committee
亞洲/非洲委員會
Mr Behzad Mirzaei
苗澤文先生



China Committee
中國委員會
Mr P C Yu
余鵬春先生



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



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



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



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



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



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



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

Town Hall Forum Series with Nicholas Yang 議事論壇系列：楊偉雄

The Hong Kong SAR Government has been encouraging the development of technology and promoting scientific research through the Innovation and Technology Bureau in order to drive economic growth. Secretary for Innovation and Technology Nicholas W. Yang shared with members at our Town Hall Forum on 8 December his ideas on how Hong Kong can develop into a hub for technology and its application in the region.

香港特區政府一直透過創新及科技局鼓勵科技發展和推動科研，從而帶動經濟增長。創新及科技局局長楊偉雄出席12月8日的「議事論壇」，與會員分享對香港如何發展成為科技樞紐及科技在區內應用的見解。



Economic Policy Committee 經濟政策委員會

Robert Koepp, Network Director, Hong Kong, The Economist Corporate Network, shared his thoughts on the city's competitive positioning at a Chamber roundtable on 4 December. He noted that Hong Kong faces challenges such as the high cost of doing business and the rising competitiveness of neighbouring cities. However, he said, Hong Kong's geographic location, rule of law and deep pools of talent and capital continued to make it a key business centre. Looking ahead, Koepp said that Hong Kong should use its advantages in the services sector to play a key role in the Belt and Road Initiative.



《經濟學人》企業網絡總監Robert Koepp於總商會12月4日的午餐會上，分享對本港競爭力定位的見解。他指出，香港面對營商成本高昂和鄰近城市競爭力提升等挑戰，但他亦表示，香港的地理位置優越、法治健全及人才和資金充裕，可繼續使其成為主要的商業中心。展望未來，Koepp認為香港應多加利用服務業的優勢，以期在「一帶一路」倡議中擔當重要的角色。

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

Vicki Kwok, Deputy Director of the Environmental Protection Department, introduced the Government's measures to promote recycling in Hong Kong at a meeting of the Environment & Sustainability Committee on 12 December.

環境保護署副署長郭黃穎琦於12月12日的委員會會議上，介紹政府推廣在港循環再用的措施。

Europe Committee 歐洲委員會

Building Ties with Italy 與意大利建立聯繫

Li Ruiyu, Ambassador Extraordinary and Plenipotentiary of the People's Republic of China to the Republic of Italy and the Republic of San Marino, called on the Chamber on 30 November. General Committee member and Europe Committee Vice Chairman Jennifer Chan welcomed the Ambassador with fellow General Committee member David Lie and Vice Chair Davide De Rosa. Italy has seen growing investment from Mainland China, and many Chinese businesses have set up offices there. The Belt and Road Initiative is bringing a positive impact to Europe, the ambassador said, and Hong Kong should use its role as super connector to capture the opportunities arising from the project.



中華人民共和國駐意大利共和國兼駐聖馬力諾共和國特命全權大使李瑞宇於11月30日到訪，由本會理事及歐洲委員會副主席陳佩君、理事李大壯及委員會副主席戴偉德接待。中國內地對意大利的投資不斷增加，許多中國企業已在當地開設業務。李大使表示，「一帶一路」倡議為歐洲帶來積極影響，香港應利用其超級聯繫人的角色，把握當中的機遇。

Committee Chairmen 委員會主席

Town Hall Forum Series with James Henry Lau 議事論壇系列：財經事務及庫務局局長劉怡翔

James Henry Lau, Secretary for Financial Services and the Treasury, spoke at a Chamber Town Hall Forum on 15 December. He discussed the challenges to Hong Kong's standing as an international financial centre, and government measures to strengthen the city's financial capabilities by capitalising on the national initiatives of the Belt and Road and Greater Bay Area.

財經事務及庫務局局長劉怡翔出席總商會12月15日的「議事論壇」，講解香港作為國際金融中心的挑戰，以及政府透過把握國家「一帶一路」和粵港澳大灣區的倡議，以加強本港財政能力的措施。



MOU Signed with Hungarian Chamber 與匈牙利商會簽署合作諒解備忘錄

HKGCC and the Hungarian Chamber of Commerce and Industry signed a Memorandum of Understanding on 5 December in the Consulate of Hungary in Hong Kong and Macao to strengthen collaboration between the two chambers. Europe Committee Chairman Stephen Weatherseed signed the agreement with Hungarian Chamber of Commerce Secretary General Péter Dunai. Hungary is an important trading partner of Mainland China and is Hong Kong's biggest trading partner in Central and Eastern Europe.

總商會與匈牙利工商會於12月5日假匈牙利駐港澳總領事館簽署合作諒解備忘錄，以加強兩會合作。該協定由歐洲委員會主席韋大象及匈牙利工商會秘書長Péter Dunai簽署。匈牙利是中國內地的重要貿易夥伴，也是香港在中東歐最大的貿易夥伴。



Ambassador of the Embassy of the Czech Republic in Beijing Bedřich Kopecný, Consul General of the Czech Republic in Hong Kong Lucie Nebesářová, and Minister Counsellor and Deputy Head of Mission of the Embassy Klará Jurčová visited the Chamber on 7 December to discuss opportunities for collaboration and the business environment of Hong Kong. They were welcomed by Europe Committee Chairman Stephen Weatherseed and members. The Chamber's Senior Economist Rocky Tung briefed the visitors on the economic outlook for 2018 and the results of the Chamber's annual Business Prospects Survey.

捷克共和國駐華大使Bedřich Kopecný、捷克駐港總領事Lucie Nebesářová及駐華大使館政治參贊兼副大使Klará Jurčová於12月7日到訪，由歐洲委員會主席韋大象及多位委員接待，雙方討論合作機會及香港的營商環境。總商會高級經濟師董一岳亦概述2018年經濟前景及總商會年度「商業前景問卷調查」的結果。

Legal Committee 法律委員會

Ms Fiona Loughrey
羅嘉莉女士



Manpower Committee 人力委員會

Mr Albert Wong
王舜義先生



Membership Committee 會員關係委員會

Dr Aron H Harilela
夏雅朗博士



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

Mr Douglas Woo
吳宗權先生



Retail & Tourism Committee 零售及旅遊委員會

Mr Frank Lee
李敬天先生



Shipping & Transport Committee 船務及運輸委員會

Mr John Anthony Miller
苗學禮先生



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

Mr Roy Ng
伍俊達先生



Taxation Committee 稅務委員會

Ms Grace Tang
鄧卓敏女士



Taiwan Interest Group 台灣小組

Mr Stanley Hui
許漢忠先生



Women Executives Club 卓妍社

Ms Jennifer Chan
陳佩君女士



Young Executives Club 卓青社

Mr Eric Fok
霍啟山先生



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

Jason Ho, Managing Director, Head of Debt Financing, CMB International Capital Limited, spoke on the latest developments in Hong Kong's debt market at a Chamber roundtable luncheon on 13 December. Members were briefed on the details and implications of the bond connect scheme, as well as the benefits to Hong Kong and Mainland companies of the issuance of green bonds.



招銀國際融資有限公司董事總經理兼債務融資主管何誠軒出席本會12月13日的午餐會，講解本港債務市場的最新發展、債券通的詳情和意義，以及發行綠色債券對香港及內地企業的裨益。

A submission to a consultation on the proposed "Guideline on the Keeping of Significant Controllers Register by Companies" was made to the Companies Registry on 27 November. In its submission, the Chamber expressed support for the publication of the guideline to provide clarity and certainty to businesses in complying with the relevant legal requirements. However, it cautioned against giving statutory backing to the guideline.

委員會於11月27日就擬議《備存重要控制人登記冊指引》的諮詢向公司註冊處提交建議書。總商會在建議書中對發行指引表示支持，因為企業在遵守相關法規時提供清晰明確的指示，但慎防賦予指引法定地位。

Industry & Technology Committee 工業及科技委員會

The 2017 Hong Kong Awards for Industries was held on 18 December. The Chamber was the organizer of the Innovation and Creativity category, which awarded seven companies for their outstanding achievements in innovating new business concepts. The Grand Award in this category went to Black & Veatch Hong Kong Limited.



2017香港工商業獎於12月18日舉行。總商會為創意組別的主辦機構，向七家公司頒發獎項，表揚其在創新商業理念的傑出成就。本年度創意大獎的得獎公司為博威工程顧問有限公司。

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

The Real Estate and Infrastructure Committee submitted its proposals on enhancing the town planning process in Hong Kong to Raymond Lee, Director of Planning, on 11 December.

地產及基建委員會於12月11日就改善城市規劃進程向規劃署署長李啟榮遞交建議書。

Retail & Tourism Committee 零售及旅遊委員會

Sylvia Chung, Vice Chairman of the Retail & Tourism Committee, joined the judging panel of the "Outstanding Customer Service Programme Award" on 21 November. The programme was introduced by the Hong Kong Association for Customer Service Excellence in 2002 to reward staff and to promote a better customer service culture among its member companies.

零售及旅遊委員會副主席鍾慧敏為11月21日舉行的「卓越顧客服務項目獎」擔任評審。該獎項自2002年起由香港優質顧客服務協會舉辦，旨在嘉許員工，並促進會員公司建立更佳的顧客服務文化。

Watson Chan, Chamber Deputy CEO, attended a dinner reception and fireworks display with Samuel Lau, Executive Vice President and Managing Director, Hong Kong Disneyland Resort, on 8 December, at the Sleeping Beauty Castle. The castle is undergoing a transformation starting this month and is expected to reopen in 2019.

總商會副總裁陳利華聯同香港迪士尼樂園度假區執行副主席兼行政總裁劉永基於12月8日假睡公主城堡出席晚宴，並欣賞煙火匯演。該城堡於本月開始進行翻新工程，預料於2019年重開。

Frank Lee, Chairman of the Retail & Tourism Committee, and several committee members attended the Asian E-tailing Summit during 6-7 December. The Chamber was one of the supporting organizations of the event, which was organized by the Hong Kong Trade Development Council. Speakers from companies including eBay, PayPal, Tmall and Zalora shared their thoughts on the impact of growing digital consumption and cross-border e-commerce.

零售及旅遊委員會主席李敬天及數名委員於12月6至7日出席「亞洲電子商貿峰會」。會議由香港貿易發展局主辦，總商會為支持機構之一。來自eBay、PayPal、天貓及Zalora的講者就數碼消費及跨境電子商貿增長的影響分享見解。

Deputy CEO Watson Chan represented the Chamber at a networking luncheon with local and overseas franchising associations on 7 December. He met with Karen Kwan, Chairlady of the Asia Branding and Franchising Association, and Franco Lee, Vice President of the Licensing & Franchising Association of Hong Kong, and exchanged views on the sector in Hong Kong. The Chamber was also a supporting organisation of the Hong Kong International Franchising Show on 6-8 December.

總商會副總裁陳利華於12月7日代表本會出席聯誼午餐會，與本地及海外的特許經營協會交流。他與亞太品牌發展及加盟協會會長關瑞鏘和香港專利授權及特許經營協會副會長李家聲會面，就本港的特許經營業交流意見。總商會是香港國際特許經營展（於12月6至8日舉行）的支持機構。

SME Committee 中小型企業委員會

At the SME Committee meeting on 11 December, Cheng Yan-Chee, Chief Corporate Affairs Officer of the Mandatory Provident Fund Schemes Authority, briefed members on the current review of income levels for the Mandatory Provident Fund contribution. Also at the meeting, Irene Mok, Vice President (Operations) of the Hong Kong Mortgage Corporation Limited, provided members with an update on the SME Financing Guarantee Scheme.



強制性公積金計劃管理局機構事務總監鄭恩賜於委員會12月11日的會議上，向委員講解強積金供款入息水平的最新檢討。香港按揭證券有限公司副總裁（業務運作）莫愛蘭亦於會上介紹「中小企融資擔保計劃」的最新情況。

Roy Ng, Chairman of the SME Committee and a judge of the “8th Hong Kong Corporate Citizenship Programme,” attended the award ceremony on 15 December. The programme was organized by the Hong Kong Productivity Council and the Committee on the Promotion of Civic Education to promote the concept of corporate citizenship and encourage people to care for the community.

中小型企業委員會主席伍俊達為「第八屆香港企業公民計劃」—香港傑出企業公民獎的評審，並於12月15日出席頒獎典禮。計劃由香港生產力促進局和公民教育委員會合辦，旨在推廣企業公民概念及鼓勵市民關心社會。

Talent Development 人才發展

Andrew Ma, Founder and Executive Director, and Kenneth Cheung, Leadership Consultant, from Chorev Consulting International, spoke at a Chamber seminar on 17 November on establishing a resilient culture in the workplace. Using case studies and data analysis, they shared methods to deal with stress and improve emotional intelligence. Catherine Wong, Leadership Consultant at Chorev Consulting International, continued the theme of resilience at a seminar on 5 December, this time with a focus on female leaders. Besides hearing practical advice and case studies, members engaged in a lively discussion based on their personal experiences.



高宏國際顧問有限公司創辦人兼行政總監馬文藻及領導力顧問張嘉祺為總商會11月17日的研討會擔任講者，探討企業如何建立柔韌性的文化。二人透過案例和數據分析，分享抗壓和提高情商的方法。另一位領導力顧問黃國恩則於12月5日的研討會上，從女性領袖的角度探討同一議題。會員除了聽取實用的建議和案例，亦積極參與討論，分享個人經驗。

Taxation Committee 稅務委員會

Wilson Cheng, partner at EY, spoke at a series of three workshops on tax policy and controversy on 20, 22 and 29 November. In addition to practical advice on handling tax audits, he also provided participants with an insight into the Inland Revenue Department's approach to selecting cases.

安永合夥人鄭傑樂於11月20、22及29日出席三個工作坊，講解稅務政策及爭議。他除了提供處理稅務審計的實際建議，亦就稅務局對個別案例所採取的方針提出見解。



Women Executives Club 卓妍社



Thai Cooking and Dining Workshop 泰國菜烹飪工作坊

The Women Executives Club (WEC) organized a Thai Cooking and Dining Workshop at Queen's Kitchen in Tsim Sha Tsui on 29 November. Members learnt how to make authentic Thai cuisine under the guidance of Joanna Fu, the founder and head chef.

With an emphasis on authenticity, Fu taught members the traditions, culture and health values behind each dish, including tom yum goong, massaman curry chicken and mango sticky rice. After the hard work, members enjoyed their cooking, complemented with wines paired by the WEC's Vice Chairman and wine expert Carol Wing.

卓妍社於11月29日假尖沙咀皇后烹飪中心舉行泰國菜烹飪工作坊。會員在烹飪中心創辦人兼主廚傅太的指導下，學習如何烹調正宗泰國菜。

為保持正宗風味，傅太向會員傳授冬陰功、馬沙文咖哩雞和芒果糯米飯等各道菜的傳統、文化及健康價值。經過一輪苦功後，會員一嘗自己的手藝，卓妍社副主席兼品酒專家榮明珠更精選美酒以作搭配，與各人同享美食佳釀。

Young Executives Club 卓青社



YEC members including Chairman Eric Fok and Vice Chairmen Samuel Tsang and Olivia Kung attended a joint Youth Committee Dinner organized by The Hong Kong Chinese Importers' & Exporters' Association (HKCIEA) on 23 November at the HKCIEA Club.

卓青社主席霍啟山、兩位副主席曾昭武和龔海欣及多位會員於11月23日出席由香港中華出入口商會假其會所舉辦的青年工商團體蟹宴。



Joseph Chan, Under Secretary for Financial Services and the Treasury, joined Chairman Eric Fok and members of the Chamber Young Executives Club (YEC) for a luncheon talk on 27 November.

Chan, who was appointed to his current post in August, provided members with an insight into his role and responsibilities. He explained the government's initiatives in the development of fintech and green finance to enhance the city's competitiveness in the region, and on sustainable development in Hong Kong.

Chan was previously Vice Chairman of YEC, and was very active in the Chamber, so he was delighted for the opportunity to catch up with members.

財經事務及庫務局副局長陳浩濂於11月27日為總商會擔任午餐會演講嘉賓，與卓青社主席霍啟山及會員分享交流。

陳浩濂於8月獲委任現職，他在會上向會員介紹其角色和職責，講解政府發展金融科技和綠色金融的措施，以提升本港在區內的競爭力，並探討香港的可持續發展。

陳浩濂曾任卓青社副主席，活躍於總商會事務，故很高興有機會與會員聚首一堂，暢談近況。

Duncan Palmer, Managing Director of The Murray, Hong Kong, and Colin Ward, Partner at Foster + Partners, spoke at a YEC x WEC Network and Learn event on 22 November. They discussed the challenges of transforming the building from a government office into a luxury hotel while preserving it as an iconic landmark in the city.



The Murray董事總經理 Duncan Palmer和Foster + Partners合夥人Colin Ward為11月22日舉行的「卓青社x卓妍社Network and Learn」活動擔任講者。二人探討將政府辦公室改建成豪華酒店，同時保留其作為城中地標所遇到的挑戰。

YEC, in collaboration with Cheung Kong Graduate School of Business, organized a mission to Shenzhen from 13 to 15 December to discover the opportunities and challenges presented by "The Rise of China's Innovation." The trip included networking events, lectures and visits to companies including Huawei, Tencent, 3Nod Group and DJI.

卓青社與長江商學院於12月13至15日合辦深圳考察團，一探「中國創新的崛起」的機遇和挑戰。行程包括聯誼活動、講課及考察華為、騰訊、三諾集團及大疆創新等公司。





Christmas Cheer!

Members enjoy the festivities at the Chamber's annual cocktail party

More than 600 members attended the Chamber's Christmas Cocktail Reception on 7 December, and took the opportunity to catch up with friends and make new connections among the diverse Chamber community.

Chairman Stephen Ng thanked fellow members for their support and valuable contributions to the Chamber's success, and wished them a fruitful and prosperous 2018 during a toast with CEO Shirley Yuen and fellow General Committee members. It was also an historic moment, as a photographer took a photo that included the most Chamber members ever in a group photo.

Some fantastic prizes were given away in the lucky draw including





同賀聖誕！

會員在總商會一年一度的聖誕聯歡酒會上歡慶佳節

a travel package to Osaka, a Tissot watch, buffet dinners, and complementary stays at hotels in Hong Kong and Macao.

The Chamber would like to sincerely thank EGL Tours Co Ltd, Luk Fook Holdings (International) Ltd, Holiday Inn Golden Mile, Artyzen Hospitality Group and Grand Hyatt Hong Kong for sponsoring the fantastic prizes, as well as Venchi for providing the chocolate gifts handed out by Santa Claus to all members.

To view more photos from the evening, visit the Chamber's website or follow the QR code. 🌸





逾 600名會員出席總商會12月7日的「聖誕聯歡酒會」，藉機與一眾好友歡聚交流，並與各行各業的會員建立聯繫。

總商會主席吳天海感謝一眾會員的支持，為總商會的成功作出了寶貴的貢獻。他聯同總裁袁莎妮及多位理事舉杯祝酒，祈願各人有豐盛美滿的新一年。是次活動盛況空前，出席的會員人數為歷來最多，大會攝影師舉機為眾人拍下大合照，見證這個歷史時刻。

當晚的抽獎環節送出多份大獎，包括大阪旅遊套票、天梭手錶、自助晚餐禮券，以及香港及澳門酒店免費住宿。

本會謹此鳴謝是次活動的禮品贊助商，包括東瀛遊旅行社有限公司、六福集團（國際）有限公司、金域假日酒店、雅辰酒店集團及香港君悅酒店。另外，我們亦鳴謝Venchi提供巧克力禮品，並由聖誕老人派發予各會員。

如欲觀看當晚酒會的更多照片，請瀏覽總商會網站或掃描二維碼。







COP23 Produces Concrete Results 第23屆聯合國氣候變化大會取得具體成果

Hong Kong plays its part in introducing new measures to tackle climate change as annual meeting closes with agreement

一年一度的聯合國氣候變化大會圓滿落幕，香港推出新措施應對氣候變化，為全球出一分力

The successful conclusion of COP23 suggests that most of the world is walking the talk in climate action. The “Fiji Momentum for Implementation” was agreed by nearly 200 countries at the 23rd Conference of the Parties of the United Nations Framework Convention on Climate Change – known as COP23 – held in November in Bonn, Germany. This latest agreement is intended to help the world become more ambitious in implementing climate actions.

It follows the landmark adoption of the Paris Agreement in 2015 and the broad agreements made by 196 nations at COP22 in 2016. And Hong Kong is playing its role in continuing to adopt new measures.

“The HKSAR Government is committed to climate actions with concrete plans and targets to achieve by 2030,” said KS Wong, Secretary for the Environment, at a Chamber roundtable lunch held on 27 November.

Dr Jeanne Ng, CLP Group’s Sustainability Director, attended COP23 and she told members that the conference was a technical COP. For example, she said a compliance mechanism committee was launched on the Talanoa Dialogue, which will help nations to communi-

cate how they achieve their targets.

Participating countries also came up with measures to support developing countries, including an annual US\$100 billion fund to help them conform to the terms of the Paris Agreement.

Ng believes that climate adaptation has become increasingly important to the world. She noted that the focus of discussion among nations has evolved and deepened, and now included topics ranging from “carbon capture and storage to offset, environmental issues to social challenges and opportunities.”

To fulfill the global commitments on climate change, the Hong Kong Government has formed a high level Steering Committee on Climate Change. It also launched the Climate Action Plan 2030+ in January last year with a new emission reduction target.

“The Government will continue to take the leading role in decarbonization,” said Wong. “We aim to reduce the electricity consumption of Government buildings by 5% in five years, and initiate a HK\$2 billion project on renewable energy integration in Government premises to decarbonize our infrastructure.”

The United States was still on track to meet and even exceed its Paris commitment despite its controversial withdrawal from the agreement. But as the U.S. steps back from participation in the climate change battle, the Chinese Mainland was seen to be stepping up.

The Mainland has introduced a number of nationally determined contributions to meet its 2030 targets. These include increasing the share of non-fossil fuels in primary energy consumption to around 20%, and lowering carbon dioxide emissions per unit of GDP by 60% to 65% from the 2005 level.

Wong added that Hong Kong had to be more progressive than other Chinese cities in climate actions. There are significant benefits for businesses and individuals in transitioning to a low carbon economy, he said.

The Government, business and community should work together, with a view to achieving the transition towards a low carbon future in an efficient, competent and comprehensive way.

COP24 will take place in Poland from 3-14 December 2018. 🌸



The HKSAR Government is committed to climate actions with concrete plans and targets to achieve by 2030.

— KS Wong

特區政府致力於2030年前訂立具體的計劃及目標，落實氣候行動。

—— 黃錦星



第23屆聯合國氣候變化大會圓滿落幕，標誌著大部分國家都坐言起行，實施氣候行動。近200個國家於11月在德國波恩舉行的第23屆聯合國氣候變化大會（COP23）上，通過《斐濟實施動力》（Fiji Momentum for Implementation）。這協議旨在協助全球各地更進取地落實氣候行動。

此為繼2015年在巴黎通過的《巴黎協定》，以及2016年在第22屆聯合國氣候變化大會上由196個成員國達成的廣泛協定後，再度獲得成員國一致通過的協議。香港也繼續採取新措施，以發揮其作用。

環境局局長黃錦星出席總商會11月27日的午餐會時表示：「特區政府致力於2030年前訂立具體的計劃及目標，落實氣候行動。」

中電可持續發展委員會董事吳芷茵博士亦有出席COP23。她向會員表示該為技術性的聯合國氣候變化大會，並舉例指，在促進性對話機制（Talanoa Dialogue）下成立合規機制委員會，將有助成員國就如何實踐氣候目標進行溝通。

參與國亦提出措施以支援發展中國家，包括每年資助1,000億美元，助其遵守《巴黎協定》的條款。

吳芷茵認為氣候適應對全球日趨重要。她指出，成員國之間的討論重點不斷演變和深化，如今已涵蓋「碳收集及儲存、碳

補償，以至環境議題、社會挑戰和機遇」等議題。

為實踐全球氣候變化的承諾，香港特區政府已成立高層次氣候變化督導委員會，並於去年1月發表《香港氣候行動藍圖2030+》，提出新減排目標。

黃錦星表示：「政府將繼續牽頭減碳。我們的目標是在五年內減少政府建築物5%的用電量，並會推出一個20億港元的項目，將可再生能源融入政府大樓，以減低基建的碳排放。」

儘管美國退出《巴黎協定》引起廣泛爭議，惟其舉措仍遵守、甚至超越協定的承諾。然而，隨著美國退出對抗氣候變化的戰鬥，中國內地被看高一線。

內地已出台多個國家自主貢獻目標，以履行2030年的減碳目標，包括將非化石能源佔一次能源消費比重增加至20%左右，以及單位國內生產總值二氧化碳排放比2005年下降60%至65%。

黃錦星補充，香港在氣候行動方面要比其他中國城市更進取。他表示，香港轉型至低碳經濟體，對企業和個人都有重大的裨益。

政府、商界和社會應齊心合力，以有效及全面地推動本港轉型為低碳經濟體。

第24屆聯合國氣候變化大會將於2018年12月3至14日在波蘭舉行。🌸



The “golden age” of infrastructure development is dawning in the Philippines, which promises to spur new opportunities for Hong Kong companies, according to Roderico C Atienza, Acting Consul General of the Philippines in Hong Kong.

“The history of business in Hong Kong has been dominated by deals with China,” Atienza said. “But recently we’ve seen a turn towards Southeast Asia,” he told members at the Chamber’s Belt and Road Series roundtable on 30 November.

He stressed the recently signed free trade agreement with ASEAN will make it easier for Hong Kong companies to work across the region. And in the Philippines itself, President Rodrigo Duterte’s ambitious “Build Build Build” programme complements China’s Belt and Road Initiative, where the Philippines is a key part of the maritime route.

“There has been a lot of talk about the Belt and Road Initiative,” Atienza said. “The grand plans of China overlap a lot with the plans of our government.”

The Acting Consul General was candid about some of the issues that have dogged his country, including the six-year presidential term limit.

“The Philippines has been doing quite well, but the problem has been that we’ve always been trapped in a boom and bust cycle depending on the presidency. With President Duterte, we seem to have broken away from this cycle.”

Duterte unveiled his “Build Build Build” program in April 2017, stressing he would continue and even revive projects introduced by former administrations. As part of this, the government intends to ramp up spending on infrastructure, from 5.4% of GDP to 7.4%.

Besides traditional government funding, official development assistance (ODA) financing is also key. Atienza pointed out that besides China, Japan is a major investor, while Russia, South Korea and Australia have also shown an interest in the Philippines.

The third method, and the one of strong interest to Hong Kong companies, is the public-private part-

nership model, which will ensure that the Philippines can benefit from the expertise of overseas companies.

Projects that Atienza highlighted included the NLEX-SLEX elevated highway in Metro Manila and a bus rapid transit system in Cebu. The telecoms infrastructure is also in need of an overhaul.

“We have to admit that the Philippines has one of the worst infrastructures for the Internet in the whole of the Southeast Asian region,” he said, but added that they were opening up the sector to a third and even fourth player.

A case study of how companies can get involved in these huge projects was provided by Nicholas Ho, Deputy Managing Director at hpa. This Hong Kong-based architecture firm won the tender to build the City of Pearl on reclaimed land in Manila Bay.

Ho’s company is experienced in transit-oriented development, creating mixed-use developments based around public transport. The City of Pearl – a 20-year project to

Build Build Build 大建特建

build “a truly Asian metropolis” – fits into this model, and aims to create the first smart city in South-east Asia.

It will be centred around a public park and golf course, and will include a business district with Grade A office space, government buildings, residential areas, health-care facilities and a stadium.

He noted that since the end of 2016 there has been increasingly close collaboration between China and the Philippines. China’s investment in strategic and long-term

projects in the Philippines provides a boost of confidence for private companies.

“Once people know infrastructure investment is happening, developers and individuals from Hong Kong will start going in,” he said.

Hong Kong’s experience in the development of Mainland China means that it is perfectly positioned to do the same in ASEAN, Ho said.

“A lot of Hong Kong companies have orchestrated the success of the

China boom in the past 30 years – now the Belt and Road is opening up more opportunities to the world.”

Having done projects in several countries in Southeast Asia, “there are always risks,” Ho admitted. But on the positive side, he noted that the Philippine government is focused on transforming the economy.

“The Philippines has a lot of advantages,” Ho said. “The population is super young, their English is second only to Singapore in the region, and they are hard working. Regulations are restrictive, but they are actively being reviewed and Duterte is making efforts to liberate the market.”



There has been a lot of talk about the Belt and Road Initiative, the grand plans of China overlap a lot with the plans of our government. — Roderico C Atienza

『一帶一路』倡議引起很多討論，中國的鴻圖大計與我們政府的計劃有許多共通點。 —— Roderico C Atienza

菲律賓駐港署理總領事Roderico C Atienza表示，菲律賓正踏入基建發展的「黃金時代」，可望為香港企業帶來新機遇。

Atienza出席本會11月30日的「一帶一路系列」午餐會時指出：「長久以來，香港的貿易一直由與中國的交易主導。但最近這個趨勢已轉向東南亞。」

他強調，近日與東盟簽署的自由貿易協定可方便香港企業在區內進行貿易。至於在菲律賓，總統杜特爾特展開進取的「大建特建」(Build Build Build)計劃，與中國的「一帶一路」倡議互補，當中菲律賓是海路部分的重要一環。

Atienza又說：「『一帶一路』倡議引起很多討論，中國的鴻圖大計與我們政府的計劃有許多共通點。」

署理總領事坦言，部分問題正困擾他的國家，包括六年的總統任期。

「菲律賓一直表現良好，但問題是我們的經濟時常因著總統的更迭而處於興衰交替。隨著總統杜特爾特上台，我們似乎已脫離這個周期。」

杜特爾特於2017年4月提出「大建特建」計劃，強調將繼續開展甚至重新啟動前任政府所推出的工程項目。為此，政府

計劃把基建開支佔GDP比例由5.4%增加至7.4%。

除了傳統由政府撥款，官方開發援助(ODA)融資亦至關重要。Atienza指出，除了中國，日本亦是主要投資者，而俄羅斯、南韓和澳洲也有意投資菲律賓。

至於第三種方式，亦是香港企業最感興趣的，就是公私營合作模式，此舉可確保菲律賓受惠於海外公司的專業知識和技術。

Atienza特別提及的項目包括位於馬尼拉的南北呂宋高速公路高架連通道，以及宿霧的巴士捷運系統。電訊基建亦需要徹底檢修。

他說：「我們得承認菲律賓是全東南亞區互聯網基建最差勁的國家之一。」但他續稱，該國正開放業界予第三甚至第四方參與。

香港建築公司hpa何設計副董事總經理何力治分享案例，講解企業可如何參與這些大型工程。該公司投得在馬尼拉灣人工島上發展珍珠城的項目。

何力治的公司在公共運輸主導發展方面經驗豐富，擅長以公共交通為基礎打造不同的綜合開發項目。為期20年、旨在建設「亞洲真大都會」的珍珠城項

目，正好體現了這種模式，銳意把菲律賓發展成東南亞首個智慧城市。

該項目會以公園和高爾夫球場為核心，設有提供甲級寫字樓的商業區、政府建築物、住宅區、醫療設施和體育館。

他又說自2016年底，中國與菲律賓的合作日趨緊密。中國對菲律賓的戰略和長期項目投資，提升了私人公司的信心。

他認為：「當大家得知將有基建投資時，香港的發展商和個人投資者就會著手參與。」

何力治認為，香港在推動中國內地發展方面富有經驗，因此由我們在東盟擔當同樣角色最適合不過。

「過去30年，許多香港公司對中國的繁榮作出了貢獻；如今，『一帶一路』正為全球開創更多機遇。」

何力治曾在若干東南亞國家投資開發項目，他坦承：「投資總有風險。」但從積極方面看，他表示菲國政府正集中推動經濟轉型。

他解釋：「菲律賓具備眾多優勢。當地人口十分年青，而且勤奮上進，他們的英語水平在區內亦僅次於新加坡。面對法規帶來的限制，當地正積極作出檢討，而杜特爾特亦正著力開放市場。」

A lot of Hong Kong companies have orchestrated the success of the China boom in the past 30 years – now the Belt and Road is opening up more opportunities to the world. — Nicholas Ho

過去30年，許多香港公司對中國的繁榮作出了貢獻；如今，『一帶一路』正為全球開創更多機遇。

—— 何力治



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Welcome to the Chamber!

Close to 100 executives from a variety of different business sectors attended the New Members Welcoming Reception on 28 November. Chamber Deputy Chairman Aron Harilela extended a warm welcome to the attending new members, while Chamber CEO Shirley Yuen described the diverse range of services and benefits that the new members and their employees can enjoy. LegCo Representative Jeffrey Lam, General Committee members Edmond Yue, PC Yu, Emil Yu and Jennifer Chan together with committee leaders enjoyed an evening of networking with wines and authentic French canapés from the Chamber's new member caterer. 🌸





歡迎加入總商會！

近 100名來自各行各業的行政人員出席總商會11月28日的會員迎新酒會。總商會常務副主席夏雅朗於會上歡迎一眾出席的新會員；總裁袁莎妮講解新會員及其員工可享有的多元服務和福利。立法會代表林健鋒、四位理事余國賢、余鵬春、于建安及陳佩君以及各委員會領導亦一同出席聯誼，並享用由總商會新會員供應的美酒和正宗法式糕點。✿





Strengthening Hungarian Ties

HKGCC signs MOU with Hungarian chamber to deepen ties between Hong Kong and its biggest trading partner in Central Europe

HKGCC and the Hungarian Chamber of Commerce and Industry (HCCI) signed a Memorandum of Understanding (MOU) on 5 December at the Hungarian Consulate General.

Pál Kertész, Consul General of Hungary in Hong Kong, said this was an important step for the relationship between the two economies and noted that Hungary is Hong Kong's most important trade partner in Central Europe.

Péter Dunai, Secretary General of the Hungarian Chamber of Commerce and Industry, introduced his country as a small nation with a population of around 10 million. It has a stable political environment and industries including IT, biomedicine and pharmaceutical, he added.

"Our internal structure is similar to other European nations, with multinationals and Hungarian companies," he said. "Almost 90% of companies belong to the SME sector."

The Hungarian economy is growing and has low unemployment and low inflation, which increases its attractiveness to investors.

"We are a target of FDI," Dunai said. "The key sectors are auto, medical technology, logistics and electronics."

Like HKGCC, the Hungarian chamber has a long history of supporting local businesses.

"HCCI is Hungary's oldest business chamber, and was first established during the Austro-Hungarian Empire 167 years ago," Dunai said.

There have been many changes in the intervening years, he added,

especially since the 1990s. The chamber and the Hungarian government hope that the new agreement with HKGCC will help them to build relationships with partners in Hong Kong, the Chinese Mainland and across Asia.

Stephen Weatherseed, Chairman of the Europe Committee at HKGCC, agreed that the MOU signifies the increasing collaboration between the two chambers as well as between Hungary and Hong Kong.

"We know that Mainland China has a strong relationship with Hungary through 16+1, and that opens opportunities for Hong Kong companies as well," he said, referring to the Mainland's cooperative initiative with 16 Eastern European countries.

Weatherseed remarked that Hungary is a major trading partner with

與匈牙利加強聯繫

總商會與匈牙利工商會簽署合作諒解備忘錄，加深香港與其中歐最大貿易夥伴的聯繫

Mainland China and was the first European country to sign an MOU on the Belt and Road Initiative.

People attending the signing ceremony who had traveled from Hungary included representatives from the steel and food and beverage industries, and a delegation from Balatonszarszo, southeast of Budapest, which plans to build a new industrial zone and hopes to attract investment from Hong Kong. ❀

Members wishing to know more about the MOU or get in touch with HCCI can contact jasmine@chamber.org.hk.

會員如欲深入了解備忘錄或聯絡匈牙利工商會，可電郵至 jasmine@chamber.org.hk。

香港總商會與匈牙利工商會於12月5日假匈牙利總領事館簽署合作諒解備忘錄。

匈牙利駐港總領事Pál Kertész表示，這為促進兩個經濟體的關係踏出了重要的一步，匈牙利是香港在中歐最重要的貿易夥伴。

匈牙利工商會秘書長Péter Dunai介紹當地是人口約1,000萬的小國，擁有穩定的政治環境，以及資訊科技、生物醫學和製藥等產業。

他說：「我們的內部結構與其他歐洲國家相似，由跨國和本地企業組成。近九成公司為中小企。」

匈牙利經濟正在增長，加上低失業率 and 低通脹，增加其對投資者的吸引力。

Dunai又稱：「我們是外資的目的地，主要行業為汽車、醫療技術、物流和電子。」

匈牙利工商會跟香港總商會一樣，長久以來為本地企業提供支持。

Dunai說：「匈牙利工商會是當地歷史

最悠久的商會，創立於167年前的奧匈帝國時期。」

他表示，這些年來經歷了很多變遷，特別是1990年代以來。該會與匈牙利政府都希望與總商會簽署的新協定，可助他們與香港、中國內地以至亞洲的夥伴建立關係。

總商會歐洲委員會主席韋大象認同，備忘錄象徵著兩個商會及匈牙利與香港之間的合作日益加強。

他說：「中國內地已透過『16+1』合作規劃與匈牙利建立穩健的關係，而這同時亦為香港企業帶來機遇。」該規劃指內地與東歐16國訂立的合作倡議。

韋大象又指匈牙利是中國內地的主要貿易夥伴，也是首個簽署「一帶一路」合作諒解備忘錄的歐洲國家。

出席簽署儀式的人士包括從匈牙利遠道而來的鋼鐵和餐飲業代表，以及來自布達佩斯東南部巴拉頓扎佐(Balatonszarszo)的代表團，他們計劃興建新的工業區，希望吸引香港投資。❀



Bahrain

The Secret Is Out

巴林解密

Island nation provides access to the GCC and opportunities
for Hong Kong start-ups

島國巴林為香港的初創企業提供進入海合會的途徑和機遇

巴林常被形容為中東的神秘國度之一，但巴林經濟發展局董事總經理Simon Galpin表示，這將成為過去。

在總商會11月23日的「國家簡介系列」午餐會上，他表示：「我們將為大家解密。」

Galpin為香港投資推廣署前署長，他在會上講解香港和巴林可如何綜合各自的優勢。

巴林是海灣合作委員會（海合會）中最小的經濟體，但正如Galpin所說，這個

島國的主要賣點是「位處海合會的心臟」。

該國的面積大小對中小企尤其有利。他說：「不一定大型跨國企業才能在當地開設公司。規模小代表我們能夠提供不同的渠道。」

這代表企業可接觸決策者、顧客、投資者，甚至進入海合會的最大經濟體沙特阿拉伯市場——從巴林沿跨海公路大橋駕車30分鐘即可抵達。

Galpin亦表示，當地人口是另一個賣點。他說：「巴林的勞動人口質素

高，加上人民親切友善，這些都是你需要親身感受的。他們熱情好客，而且接受過良好教育，是優質勞動人口的保證。」

Galpin列出企業選擇巴林作為地區商業基地的多個原因，包括營商成本比杜拜低三至四成、允許成立全資外資公司，以及為海外公司提供跳板，與整個海合會建立聯繫。

他補充：「短期內，我們仍不徵收稅項。」他又稱，當地即將開徵增值稅，稅率為5%，惟仍不會徵收公司稅或收入稅。



Galpin特別從三方面指出海外投資者的機遇。

首先，軟基建正在改變。巴林正重寫法律，以改善營商環境及開放更多行業。

其次，硬基建亦不斷發展。巴林在基建方面投放320億美元，相當於全國一年的生產總值。發展項目包括機場的主要擴建工程及投資煉油廠。

第三，巴林擁有發展蓬勃的高增長初創企業生態系統，匯聚了巴林、沙特阿拉伯及海外企業家。

巴林亦有潛力成為資金的來源。他解釋：「巴林的規模小，因此集中了大量高淨值人士。我們有信心可說服這些家庭成為天使投資者。」

最近，亞馬遜網絡服務系統宣布在巴林開設數據服務中心，讓巴林聲名大噪。

Galpin說：「這條地改變了巴林的地位，讓我們在雲端運算方面廣為人知。」在該國設有業務的其他國際品牌包括億滋國際、DHL和華為。

巴林亦計劃拓展旅遊業。不少沙特阿

拉伯家庭循跨海大橋到巴林旅遊，到訪當地的餐廳和影院。巴林希望鼓勵這些旅客延長行程，同時吸引更多海外遊客。該國也看準杜拜的會展旅遊業市場，從中把握機遇。

巴林與鄰國的緊密聯繫，意味著沙特阿拉伯近日的改革也將對其帶來影響。沙特阿拉伯在去年公布《沙特願景2030》，旨在擺脫當地對石油和天然氣的依賴。

Galpin說：「我們會密切注視王儲的動向。」

Bahrain is often described as one of the best kept secrets in the Middle East, but it won't stay that way for long, according to Simon Galpin, Managing Director of the Bahrain Economic Development Board.

"We're trying to let the cat out of the bag," he said, during a Country Briefing Series roundtable luncheon at the Chamber on 23 November.

Galpin, the former head of InvestHK, gave a presentation that highlighted how Hong Kong and Bahrain can combine their unique strengths.

only a 30-minute drive across a connecting bridge.

The local population is another major draw, Galpin said. "The quality of the workforce in Bahrain and the friendliness of the people is something that you have to experience. They are amazingly warm, hospitable people and really well educated – a great labor force to draw on."

The attractions of choosing Bahrain as a base in the region are plentiful, Galpin explained. It is 30 to 40% less expensive than Dubai in terms of doing business, and allows

Second, physical infrastructure is being developed. Bahrain is investing US\$32 billion in infrastructure – equivalent to the country's annual GDP. Projects include a major expansion of the airport and investment in oil refineries.

The third opportunity is Bahrain's "burgeoning high-growth start-up ecosystem" that has a healthy mix of Bahraini, Saudi and overseas entrepreneurs.

Bahrain also has the potential to become a source of funding. "Because Bahrain is so small, we have a tremendous concentration of high-net-worth individuals," he said. "We believe we can persuade many of these families to start to become angel investors."

A recent move that shone a spotlight on the nation was the announcement that Amazon Web Services plans to open a data services centre in Bahrain.

"This suddenly changes the landscape for little Bahrain and puts us on the map for cloud computing," Galpin said. Other international names in the country include Mondelez, DHL and Huawei.

There are also plans to expand the country's tourism sector. Many Saudi families already travel over the bridge to visit restaurants and go to the cinema. Bahrain hopes to encourage these visitors to stay longer and to attract more overseas tourists. It also has its eye on capturing some of Dubai's MICE market.

Bahrain's close ties with its neighbor mean that the current reforms in Saudi Arabia will inevitably have an impact. The Saudi Vision 2030, announced last year, aims to move the country away from its dependence on oil and gas.

"We are all watching very carefully to see what the Crown Prince is doing," Galpin said. ✨



The quality of the workforce in Bahrain and the friendliness of the people is something that you have to experience.

巴林的勞動人口質素高，加上人民親切友善，這些都是你需要親身感受的。

The island nation of Bahrain is the smallest economy in the Gulf Cooperation Council (GCC), but its key selling point is its location "right at the heart of the Gulf," Galpin said.

Its size can be a strength, especially for SMEs. "If you're a company setting up there, you don't have to be a big multinational," he said. "Being small means that we provide access."

This means access to decision-makers, customers and investors, but also access to Saudi Arabia, the largest economy in the GCC and

full foreign ownership of companies, giving overseas firms a springboard to work across the entire GCC.

"For a short window, we are still a no-tax economy," he added. VAT is coming, he said, at a rate of 5%, but there will still be no corporate or income tax.

Galpin highlighted three areas of opportunity for overseas investors.

First, the soft infrastructure is changing. The country is rewriting its laws to make them more business friendly, and opening up more sectors.



Yuletide Fun for YEC

Young Executives Club joins with 2GHK for an evening of seasonal merriment, games and prizes



The Chamber Young Executives Club (YEC) and the 2nd Generation Entrepreneur Association (2GHK) organized their first ever joint Christmas dinner party on 8 December.

With the theme “Music Jam,” the party saw around 170 members from the two organizations enjoy live band performances, lucky draw prizes and games. The beer-drinking competition pitted the two organizations against each other, and YEC Chairman Eric Fok and Vice Chairman Samuel Tsang led the Chamber’s team to victory in this high-spirited contest.

The event concluded with the Grand Lucky Draw, with a top prize of an Ekobor Adjustable Desk worth HK\$10,000. Members also sponsored lucky draw prizes and goodie bag items for everyone to take home after a fun-filled evening.

The Chamber would like to thank Cafe Deco Group and contributions from Fok Ying Tung Foundation, Century Legend (Holdings) Ltd, NEC Hong Kong Limited, Asia Allied Infrastructure Holdings Limited, Isola Capital Ltd, in addition to Art Futures Group, Kingdee International Software Group, Life 720 Co Ltd, Tribal-Living (HK) Limited as event sponsors. ❁





卓青社聖誕聯歡

卓青社與2GHK合辦聖誕晚會，一同玩遊戲、贏獎品



總 商會卓青社與2econd Generation Entrepreneur Association (2GHK) 於12月8日首度攜手舉行聖誕聯歡晚會。

派對主題為「Music Jam」，兩個機構約170名會員出席，一同欣賞現場的樂隊表演。晚會亦設有幸運大抽獎和遊戲環節，兩個機構於啤酒競飲大賽上對壘，卓青社主席霍啟山和副主席曾昭武帶領總商會隊伍獲勝，掀起全晚高潮。

當晚的壓軸環節為幸運大抽獎，頭獎為Ekobor的可調節書桌，價值港幣一萬元。會員亦贊助抽獎禮品，向每位出席的來賓送上福袋，讓眾人盡興而歸。

本會謹此鳴謝是次活動的贊助商，包括峰景餐廳集團、霍英東基金有限公司、世紀建業（集團）有限公司、日本電氣香港有限公司、亞洲聯合基建控股有限公司、道源資本有限公司、Art Futures Group、金蝶國際軟件集團有限公司、生命720有限公司及Tribal-Living (HK) Limited。✿



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19 Jan

Town Hall Forum Series:
The Hon John Lee
Ka-chiu



8 Feb

Cocktail Reception
with Consuls General
of the Americas



What's On Listings (Our events from January)

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



JANUARY

Jan

10

How to Handle Mainland Chinese Customers with
Long Overdue Accounts?

Real Estate & Infrastructure Committee Meeting

11

Legal Committee Meeting

15

Invest Hokkaido Seminar

16

Shipping & Transport Committee Meeting

17

Sell More in 2018!

18

YEC Network & Learn: Executive Presence – It's
all about building your own professional brand!

19

Town Hall Forum Series: The Hon John Lee
Ka-chiu

21

Mission to Kansai, Japan

22

Roundtable: 2018 Economic Outlook
Industry & Technology Committee Meeting

25

HKGCC x PRPA Applied Corporate
Communications Course | Workshop 2: Event
Planning and Management

Greater Bay Area: Enterprise Value Chain and Tax
Opportunities

26

Roundtable: E-commerce Trends 2018

YEC Presents: BBQ x Golf Party at Whitehead
Barbeque

31

Transforming Travel through the Power of
Technology

Tips for Inventory Management Enhancement

MISSION TO JAPAN

EXPLORING TOURISM OPPORTUNITIES IN



21-24 Jan 2018



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HKGCC x PRPA Applied Corporate Communications Course Workshop 1: Crisis Management and Media Skills

香港總商會及香港公共關係專業人員協會合辦「應用企業傳訊」課程工作坊
(一)：危機處理與傳媒應對技巧

Outline:

- How to deal with the media in the event of a crisis
- How to transform a crisis into opportunities
- Case studies sharing

大綱：

- 面對突發事故時應對傳媒的技巧
- 如何轉危為機
- 個案分享

Trainer : Elin Wong

導師：黃慧娟

Date : 10 January 2018

日期：2018年1月10日

Time : 2:30 – 5:15 p.m.

時間：下午2時30分至5時15分

Venue : HKGCC Theatre, 22/F United Centre

地點：金鐘統一中心22樓香港總商會演講廳

Language : Cantonese

語言：廣東話

Fees : Member \$750 / Non-member \$950

(includes coffee/tea refreshments).

Member \$675 / Non-member \$855

(* Special 10% off for the same person enrolling two workshops or more at the same time)

費用：會員\$750 / 非會員\$950 (包茶點)

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Elin Wong
Head of Corporate Affairs, Modern Terminals

黃慧娟

現代貨箱碼頭有限公司 企業事務主管

HKGCC x PRPA Applied Corporate Communications Course Workshop 2: Event Planning and Management

香港總商會及香港公共關係專業人員協會合辦「應用企業傳訊」課程工作坊
(二)：活動策劃及管理

Outline:

- Pre-event planning and event implementation
- Management of event participants' experience
- Sharing cases of award-winning events
- Event crisis management

大綱：

- 前期策劃及活動執行
- 活動參與者的體驗管理
- 得獎活動個案分享
- 活動危機處理

Trainer : Ruby Wan

導師：尹美玉

Date : 25 January 2018

日期：2018年1月25日

Time : 9:30 a.m. – 12:15 p.m.

時間：上午9時30分至下午12時15分

Venue : HKGCC Theatre, 22/F United Centre

地點：金鐘統一中心22樓香港總商會演講廳

Language : Cantonese

語言：廣東話

Fees : Member \$750 / Non-member \$950

(includes morning refreshments)

Member \$675 / Non-member \$855

(* Special 10% off for the same person enrolling two workshops or more at the same time)

費用：會員\$750 / 非會員\$950 (包早點)

會員\$675 / 非會員 \$855 (* 同時參加兩個或以上工作坊的人士可享九折優惠)

會員\$675 / 非會員 \$855 (* 同時參加兩個或以上工作坊的人士可享九折優惠)



Ruby Wan
Founder and Director of Wasabi Creation PR Consultancy

尹美玉

創意無限公關推廣有限公司 創辦人及董事

HKGCC x PRPA Applied Corporate Communications Course Workshop 3: Understanding the Media and Building Win-Win Relationships

香港總商會及香港公共關係專業人員協會合辦「應用企業傳訊」課程工作坊
(三)：認識傳媒並建立互利雙贏關係

Outline:

- Understanding the Hong Kong media
- Understanding the evolution from traditional to new media
- Dissecting media operations for better partnerships

大綱：

- 認識香港傳媒
- 了解媒體發展，從傳統到新媒體的演變
- 解構媒體運作，知己知彼

Trainer : K.K. Yuen

導師：袁建國

Date : 1 February 2018

日期：2018年2月1日

Time : 9:30 a.m. – 12:15 p.m.

時間：上午9時30分至下午12時15分

Venue : HKGCC Theatre, 22/F United Centre

地點：金鐘統一中心22樓香港總商會演講廳

Language : Cantonese

語言：廣東話

Fees : Member \$750 / Non-member \$950

(includes morning refreshments)

Member \$675 / Non-member \$855

(* Special 10% off for the same person enrolling in two workshops or more at the same time)

費用：會員\$750 / 非會員\$950 (包早點)

會員\$675 / 非會員 \$855 (* 同時參加兩個或以上工作坊的人士可享九折優惠)

會員\$675 / 非會員 \$855 (* 同時參加兩個或以上工作坊的人士可享九折優惠)



K.K. Yuen
Director, Muse Consultancy Ltd

袁建國

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- To set each brand apart from the competition, traditionally, managers have concentrated on the differences.
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- Strategically, managers must re-consider the frame of reference within which the brand works, and the features the brand shares with other products.
- 傳統上，每個品牌為了從競爭中脫穎而出，管理者都集中在強調獨特的功能和賣點。
- 如今，強調差異性不足以維持一個品牌與競爭對手的競爭優勢。
- 在戰略上，管理者必須重新考慮品牌運作的比較系統，以及品牌與其他產品共享的特徵。

Details

- Hong Kong Convention and Exhibition Centre, Wan Chai
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- 3:00p.m.- 5:30p.m.
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Research Director



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