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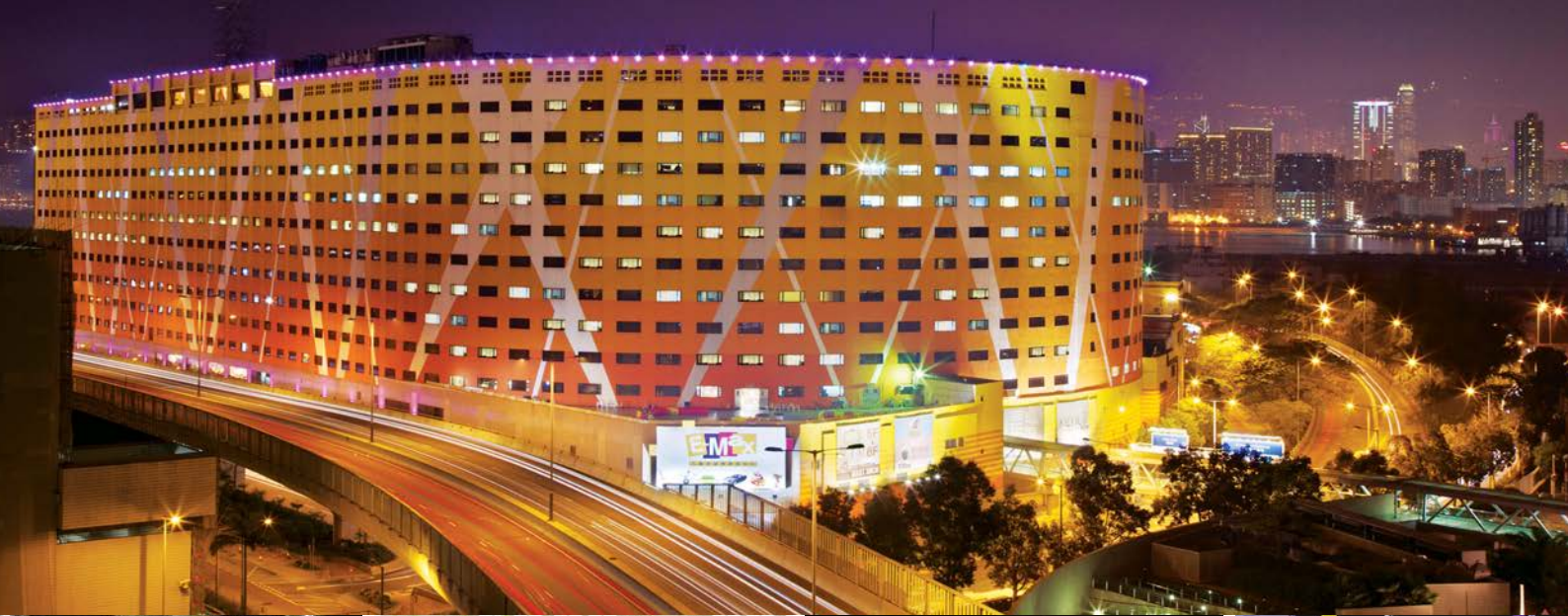
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探尋我們在「一帶一路」的角色

行政長官林鄭月娥最近帶領高規格香港代表團赴京參加「一帶一路」國際合作高峰論壇，我有幸成為其中一員。論壇吸引逾5,000名來自150個國家地區的代表出席，當中更有37位國家領導人，包括東盟十國元首——各國對中央政府這項重要倡議的濃厚興趣可見一斑。

行政長官林鄭月娥為活動致辭時強調香港的獨有優勢，包括扮演通往內地的門戶角色，以及我們作為金融樞紐的國際地位。「一帶一路」的特點在於沿著海、陸絲綢之路興建的大型基建項目。她又指出，香港可以充當金融及風險管理中心，為這些建設融資。

倡議以國企主導的大型項目為基調，難免令人覺得港商——尤其是中小企缺少參與空間，未必能從中受惠。然而事實並非如此。

習近平主席在大會發言時，便點出了中小型企業的重要性：「河海不擇細流，故能就其深。」他亦強調近期出台的政策，包括減免關稅及擴大外資市場准入，旨在鼓勵不同規模的企業參與。

我們明白「一帶一路」倡議對香港商界的吸引力未如大灣區規劃，因為「一帶一路」涵蓋的範圍更大，而香港的角色仍未有明確界定。

然而，大量實質機遇正在湧現，我們沒理由置之不理。單單在是次論壇，便達成了總值640億美元的項目合作協議。

香港的地理位置正是便利我們參與倡議的資產。海上絲綢之路沿線許多國家就是我們鄰近的東盟成員國，而最近簽訂的《香港與東盟自由貿易協定》正好打開商機大門，協助香港企業到該區拓展業務。

把眼光放得更遠的投資者同樣可在海外覓得合作的沃土。過去數年，總商會接待了來自東歐、非洲和拉丁美洲的商界人士及政府官員。他們皆對「一帶一路」深感興趣，亦注意到香港擔當著連繫內地的角色。總商會將繼續發掘機遇，確保香港商界不會錯失良機。✿

Finding Our Role on the Belt and Road

I had the privilege of being part of Chief Executive Carrie Lam's high-level Hong Kong delegation to the Belt and Road Forum for International Cooperation in Beijing recently. Over 5,000 delegates from 150 countries and regions around the world attended the forum. Among them were 37 state leaders, including all 10 ASEAN leaders, demonstrating the level of interest in this major Central Government initiative.

In her speech at the event, Mrs Lam emphasized Hong Kong's unique advantages, including our role as a gateway to the Mainland and our global standing as a financial hub. The Belt and Road is characterized by major infrastructure projects along the routes of the historical land and maritime Silk Routes. Mrs Lam pointed out that Hong Kong can be a financial and risk management centre to fund these developments.

This focus on massive projects, often led by Mainland state-owned enterprises, has given the impression that there may not be room for Hong Kong businesses, especially SMEs, to benefit from the plan. However, this is not necessarily the case.

The importance of smaller companies was highlighted at the forum by President Xi Jinping, who said: "The great rivers and oceans are deep because they are open to all trickles." He also highlighted recent measures to encourage businesses of all sizes, including cutting tariffs and expanding market access for foreign firms.

We do understand that the Belt and Road Initiative has not captured the interest of the Hong Kong business community in the same way as the Greater Bay Area. It is vastly bigger, and Hong Kong's role is certainly not so well defined.

But we should not shy away from the real and substantial opportunities that are being created. At the forum alone, project cooperation agreements worth US\$64 billion were signed.

Hong Kong's location is an asset for our involvement in the initiative. Many of our neighbours along the maritime Silk Road are ASEAN members, and the recent Hong Kong-ASEAN Free Trade Agreement is helping to open doors for Hong Kong companies to expand in the region.

Investors that choose to look further afield may also find fertile ground for cooperation. In the past couple of years, the Chamber has hosted businesspeople and officials from Eastern Europe, Africa and Latin America. They are keenly interested in the Belt and Road, and are also aware of Hong Kong's role as a connector with the Mainland. At the Chamber, we will continue to research the opportunities to ensure the local business community does not miss out. ✿

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Join Hands to Weather the Trade War

The trade war between the United States and Mainland China has resumed. The U.S. officially raised tariffs on around US\$300 billion of Chinese imports to 25% last month, while China announced tariff hikes on certain U.S. products in return. But even if both sides agree to a ceasefire soon, wider uncertainties may still persist.

In fact, the U.S. has been lighting fires in recent years by imposing sanctions of one kind or another on a number of different countries. This has created enemies around the world for the country and has also damaged the global economy and political environment.

As an externally-oriented economy, Hong Kong will inevitably suffer as a result of these uncertainties. As such, there is a pressing need for the Government to join hands with the business community to plan ahead and diversify risks.

Therefore I welcome the Government's decision to extend a range of contingency measures to help local businesses cope with the impact of the trade war. According to the latest arrangement, the validity period of the special enhanced measures by the Hong Kong Export Credit Insurance Corporation will be extended for one year to June next year. The insurance coverage for companies will also be extended. I believe these will help address SMEs' concerns over cash flow.

The business community should also stay alert to the global trend of production diversification, and devise strategies as a matter of urgency to deal with future uncertainties. For example, businesses should look for more trade opportunities outside the U.S., while manufacturers can relocate some of their production lines to other places, after gaining a full understanding of the economic landscape.

In the long run, and regardless of the trade war, the Government should continue to help Hong Kong businesses expand into more overseas sales markets. The Free Trade Agreement and Investment Agreement between the Hong Kong Government and ASEAN comes into force this month, and will help facilitate companies to invest in Southeast Asia. The injection of \$1 billion to the Dedicated Fund on Branding, Upgrading and Domestic Sales proposed in this year's Budget will also further help the business sector to enter into new markets, such as the ASEAN countries. Moreover, Hong Kong companies should explore the Greater Bay Area as part of their market diversification strategies.

The U.S. policy of raising tariffs will only result in a lose-lose situation, which will negatively impact global trade and commerce. The SAR Government should pool the strengths of various sectors to ride out the trade risks together, while effectively and proactively expanding into markets like ASEAN to relieve pressure of the trade war on businesses. ✿

同舟共濟 對抗貿易戰

中美貿易戰戰火重燃，美國上月正式向價值約三千億美元的中國進口商品加徵關稅至兩成半，中國隨後亦對部分美國商品加徵關稅；即使中美兩國能在短期內就相關問題達成停火協議，更廣泛的不明朗因素仍可能會持續。

事實上，美國近年在全球周圍點火頭，四處樹敵，用各種的方式制裁不同國家，不斷損害全球的經濟和政治環境。

作為外向型經濟體，香港難免會受到這些不明朗因素影響；故政府急需與商界攜手合作，做好部署，分散風險。

因此，我歡迎政府延長一系列的應急措施，協助商界應對貿易戰。根據最新安排，信保局的特別支援措施將延長一年至明年6月，並為企業加大保險額；相信將有助釋除中小企對銀根問題的憂慮。

業界也應對分散生產的全球趨勢保持警覺，並急謀對策，應對未來的不確定性。例如在美國以外的地區尋找更多貿易機會，而製造商則可在全面了解經濟局勢的情況下，把部分生產線遷移到其他地方。

長遠而言，不管貿易戰結果如何，政府亦應繼續協助本港商界拓展更多海外銷售市場。政府去年與東盟簽署的《自由貿易協定》及《投資協定》已於本月生效，將可便利企業在東南亞投資。今年《預算案》向「發展品牌、升級轉型及拓展內銷市場的專項基金」注資十億元，也將進一步協助商界開拓東盟等市場。此外，港企亦應探索大灣區，作為市場多元化策略的一部分。

美國的加徵關稅政策只會造成雙輸局面，令全球商貿都有負面影響。特區政府應結合各行業的力量，同舟共濟，應對貿易風險；同時有效積極拓展東盟等市場，以紓緩貿易戰對企業造成的壓力。✿

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CEO Comments 總裁之見

Smoothing the Path to Guangdong for Business

We had an extremely busy and fruitful trip to Guangzhou and Shenzhen last month on our high-level business mission to Guangdong. Discussions with senior officials during the visit reinforced the huge importance of Hong Kong's ties with the province as the Greater Bay Area (GBA) takes shape.

As always on visits to these cities, we noticed the ever-changing environment as infrastructure develops, new companies spring up and the workforce becomes more international.

Our mission also gave us on-the-ground insights into some of the challenges to doing business in the GBA – from minor inconveniences to more significant policy hurdles – that could be ironed out for the benefit of both sides.

One of the key priorities for HKGCC is ensuring that Hong Kong regulations are fit for purpose. And as cross-border activity intensifies, we also see scope for relevant regulations to be unified and processes streamlined.

Since the three jurisdictions that make up the GBA have different regulations and systems, achieving an efficient flow of goods and people is easier said than done. But it is not impossible. Unifying certain regulations would benefit the authorities as well as smoothing the path for businesses. For example, customs procedures could be streamlined to avoid duplication of work as well as speed up clearance.

Unifying regulations would also help to encourage more Hong Kong companies, especially SMEs, to move into the Mainland market. In a survey that we conducted on the GBA, many Chamber members reported that one of the chief difficulties they experienced was their unfamiliarity with local compliance requirements. Currently, they tell us that it seems the GBA opportunities are behind a glass door – highly visible, but they do not have the key to access them.

The most obvious signs of initiatives moving at full speed are the greatly improved transport links. But travellers can still be held up at immigration, so to speed up the passage of Hong Kong residents who regularly travel to the region, we have proposed a “GBA card” that would allow international businesspeople to travel more easily to and from the Mainland.

We also need to examine how tax regimes can be aligned to deepen cooperation between Hong Kong and Guangdong. Two districts in the GBA – Hengqin and Qianhai – have already implemented a concessionary corporate income tax rate of 15% for businesses in certain industries. We hope that this policy will be rolled out across other cities in the GBA soon.

We believe such measures could have a significant impact in encouraging more Hong Kong businesses to take advantage of the tremendous opportunities that the GBA is creating, for the benefit of both sides. 🌸

鋪平廣東 營商之路

上月，我們組織了高層廣東商務考察團，到訪廣州和深圳。此行行程緊密，碩果纍纍。期間，代表團與高級官員進行討論，進一步肯定了粵港兩地聯繫對大灣區發展的重要性。

我們每次造訪這些城市時，總會發現隨著基建持續發展、新公司相繼湧現及勞動力愈趨國際化，當地環境也不斷轉變。

是次訪問還讓我們實地了解到在大灣區營商的大小挑戰——從些微的不便到重大的政策障礙，以及當局有何應對方法，能夠令兩地受益。

總商會其中一項重點工作，是確保本港的法規適得其用。隨著跨境活動愈見頻繁，我們認為兩地的相關規例和流程有統一和簡化的空間。

大灣區涵蓋的三個司法管轄區各有不同規例和制度，因此要實現貨物和人員的高效流通，可謂說易行難，但亦非不可能。統一若干規例不但為當局帶來好處，還可為企業鋪平營商之路。例如，簡化海關程序在避免工作重疊之餘，同時可加快清關速度。

統一規例亦有助鼓勵更多香港企業——特別是中小企業，進軍內地市場。我們早前進行的大灣區調查發現，很多總商會會員遇到的主要困難之一，是不熟悉當地的合規要求。他們形容大灣區的機遇如同隔著一道玻璃門——雖然清晰可見，卻沒有打開大門的鑰匙。

倡議的全速推進，最顯見於大為改善的交通聯繫。然而，旅客在入境時仍有可能遇到阻滯。有見及此，我們建議推出「大灣區卡」，為經常往返大灣區的香港居民加快通關程序，讓海外商務旅客更輕鬆往返內地。

我們也需研究如何協調稅制，以深化粵港合作。大灣區內的橫琴和前海兩個地區已在若干行業實施15%的企業所得稅優惠稅率。我們期望這項政策很快會擴展至涵蓋大灣區內其他城市。

我們相信，這些措施可大大鼓勵更多港企利用大灣區創造的龐大機遇，令雙方受惠。🌸

**We wish the Chairman
and Members of the
HKGCC General Committee
a successful year ahead**

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Mission to Guangdong

廣東考察團

High-level delegation hears about the latest GBA
developments from senior officials during visit to
Shenzhen and Guangzhou

高層代表團考察深圳和廣州期間，
細聽高級官員分享大灣區最新發展

The release of the Outline Development Plan for the Greater Bay Area earlier this year ushered in a new era of cooperation for the region. Guangdong Province, and particularly the cities of Guangzhou and Shenzhen, will be increasingly important partners for Hong Kong businesses as the initiative takes shape.

To learn more about the latest developments in this vibrant and prosperous province, Chamber Chairman Aron Harilela led a high-level business delegation to Guangdong on 23 May to meet Guangdong Vice Governor Ouyang Weimin, Guangzhou Mayor Wen Guohui and Shenzhen Vice Mayor Wang Lixin, as well as other senior officials.

Hong Kong has witnessed Guangdong's progress and breakthroughs in recent years. Now that the Development Plan has been launched, the Hong Kong business community believes that Guangdong will only see more rapid and robust growth.

"With the recent launch of the Development Plan, this mission could not have been timelier," said Harilela. "Hong Kong already has strong business and cultural ties with Guangdong, and the GBA is opening up many

new opportunities. The productive meetings we had on this mission confirmed the tremendous potential of the region."

Silicon Shenzhen

The mission's first stop was Shenzhen, where delegates met with Shenzhen Vice Mayor Wang Lixin. The story of the city's role as a key driver of the Mainland's export-driven transformation, and its position today as a world leader in advanced technology, is well known. The city continues to be in the forefront of the nation's development.

Wang briefed members on the latest projects and policies, and also reminded them of the city's remarkable achievements over the years. He noted that Shenzhen's GDP has grown 10,000-fold since 1979 — an astonishing figure that brings home the success of the Mainland's reform and opening up process.

Hong Kong and Shenzhen have complementary strengths that mean the two cities are perfectly placed to work together even more closely. On innovation and technology, Hong Kong possesses world-class research capabilities and first-class universities, along with a





Meeting with Guangdong Vice Governor Ouyang Weimin.
與廣東省副省長歐陽衛民會晤。



sound judicial and intellectual property protection system as well as an international business environment. Shenzhen, on the other hand, is a national innovation city with great achievements in scientific research that translates into strong and advanced manufacturing capabilities.

“Shenzhen is our closest neighbour and many Hong Kong companies have benefited from its transformation over the past few decades,” said Chamber CEO Shirley Yuen. “This cooperation is only set to deepen. The clearly defined roles laid out in the GBA Development Plan mean that both cities can focus on our respective strengths to create a more efficient and effective partnership.”

History and Future of Cooperation

Guangdong has long been a prime destination for Hong Kong companies and individuals to invest and start businesses in the Mainland. Between 1979 and 2016, the aggregate amount of investment by Hong Kong in Guangdong reached nearly HK\$2 trillion, accounting for 64% of the total amount of foreign investment in the entire province.

In 2017, the total imports and exports to and from Guangdong and Hong Kong amounted to 1.16 trillion RMB, accounting for 17% of that of the whole province, higher than that of Guangdong with other provinces or cities.

In recent years, investments from Hong Kong businesses in Guangdong have become more diversified, extending to the services sector from the manufacturing sector. A number of Hong Kong brands have already established a presence in the retail market in Guangdong.

As a highly open and international city, Hong Kong can share its international experience with Guangdong and help attract foreign investment, work with Guangdong enterprises to open up overseas markets, explore new opportunities and facilitate Guangdong’s economic development.



Guangzhou development

Enhanced cross-border cooperation is essential to ensure both sides benefit from the GBA initiative, and at a meeting in Guangzhou, Guangdong Vice Governor Ouyang Weimin discussed with the Chamber delegates how this could be achieved.

People flow is a crucial element, and the Vice Governor said that Guangdong wants to encourage more Hong Kong people to work in the province. He pointed out that this is being facilitated by a policy introduced last year that means Hong Kong people no longer need permits to work in Mainland China.

Ouyang also informed the delegates that Hong Kong accounted for some 60% of total inbound investment to the province, and that Hong Kong remains the largest trading partner of Guangdong, compared to other provinces and cities in China.

Guangzhou is an increasingly important player in the technology sector, and this has been recognised by the authorities in their GBA plans. The Development Plan emphasized that cooperation in innovation and technology will be strengthened, and that the development of the “Guangzhou-Shenzhen-Hong Kong-Macao” innovation and technology corridor will be pursued.

The delegation learned more about this technology development and other changes during a meeting with Guangzhou Mayor Wen Guohui. Like Ouyang, Wen emphasized that the region is becoming increasingly open for foreign businesspeople and companies, including those from Hong Kong. He noted that the city is seeing continuing growth in the number of overseas work-

ers, and told the delegates that around 30,000 foreign-owned businesses operate in Guangzhou.

Wen also discussed Guangzhou’s focus on green and sustainable development. Already the city is a global leader in electric vehicles, with some 12,000 electric buses in operation. To support this fleet, Shenzhen has around 4,000 charging stations, and plans to increase this to around 100,000 in the next few years.

This is just the beginning, and the city intends the switch to electric to also include taxis and municipal service vehicles. To encourage the private sector to follow the electric path, the local government has introduced incentives including green financing, subsidies, and rewards for reduced emissions.

“Visiting these two dynamic cities has left us in no doubt that the Greater Bay Area is the place to be for business opportunities across a range of sectors,” said Harilela.

“The officials we met made it clear that they welcome the contribution of Hong Kong’s expertise as the GBA develops. We now need to make sure that we continue to work together and leverage our individual strengths for the best outcome for all.”

Serving as advisors to the mission were Liu Yajun, Deputy Director-General of the Economic Affairs Department, Head of Commercial Office; and Zhang Qiang, Deputy Director-General, Coordination Department, both from the Liaison Office of the Central People’s Government in the HKSAR; and Sidney Chan, Director of the Hong Kong Economic and Trade Office in Guangdong.

Success stories

The Chamber delegation also had the opportunity to visit some of Guangdong's technology businesses to see for themselves advances in the province's industrial development.

Kingdee, one of Shenzhen's many home-grown success stories, founded in 1993, has served around 6.8 million clients to date, including government departments and private companies. Members learned how Kingdee's corporate management software and cloud services are helping enterprises to improve their operating efficiency and deliver better customer service.

ZTE is another Shenzhen name that needs little introduction. The telecoms company has expanded globally and has a presence in markets including Brazil, Germany, India and Australia. It is also in the vanguard of the development of 5G mobile technology.

Besides being much faster than 4G services, 5G is expected to also hasten the development of the Internet



Visit to Kingdee. 參觀金碟軟件(中國)有限公司。



勞工處
Labour Department

強制

勞資受益勿違例

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勞保

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of Things as it allows for greater connectivity.

They also viewed some of the next generation of home entertainment systems, which use 5G and virtual reality. This enables people viewing a football game at home, for example, to feel like they are watching it live in the stadium.

“China is making major strides in 5G development,” said mission Deputy Leader PC Yu. “When this technology is rolled out, it will deliver improvements to how we live and work. It was great to learn more about how the innovations being created here in the Greater Bay Area will contribute to better business efficiency in the very near future.”

In Guangzhou, the delegation visited 4K Garden Technology, which operates a video production and distribution platform for ultra-high-definition 4K screens, and other immersive video experiences.

During the visit, members learned about the company's current 4K production and distribution for television programmes and concerts, among others. Staff introduced the company's 8K video technology and demonstrated the difference between 4K and 8K. Members also had their opportunity to shoot their own 4K video during the visit.

After a dinner in Guangzhou, the visit was rounded off for the delegates with a return journey by high-speed rail back to Hong Kong.

“This mission showed that is now perfectly possible to do a multi-stop visit to Guangdong Province – including a packed schedules of meetings and a relaxing dinner – and still be back in Hong Kong at a reasonable hour,” said Harilela. 🌸



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Meeting with Guangzhou Mayor Wen Guohui.
與廣州市市長溫國輝會晤。



Meeting with Shenzhen Vice Mayor Wang Lixin.
與深圳市副市長王立新會晤。



年初發布的《粵港澳大灣區發展規劃綱要》（《綱要》）為大灣區迎來新合作時代。隨著倡議成形，廣東省——特別是廣州和深圳——將成為香港企業日益重要的合作夥伴。

為進一步了解這個活力充沛、繁榮昌盛的省份的最新發展，總商會主席夏雅朗於5月23日率領高層商務代表團訪問廣東，與廣東省副省長歐陽衛民、廣州市市長溫國輝、深圳市副市長王立新及其他高級官員會晤。

香港見證了廣東近年的進步與突破，如今《綱要》出台，香港商界相信廣東省的發展將會更加迅速蓬勃。

總商會主席夏雅朗說：「隨著《綱要》最近出台，現在赴粵考察可謂最合時不過。」他續道：「香港與廣東的商業和文化聯繫密切，而大灣區正開創大量新機遇。此行會見了多位官員，令我們獲益良多，進一步肯定了區內的巨大潛力。」

深圳矽谷

考察團第一站來到深圳，拜會深圳市副市長王立新。眾所周知，深圳已成為內地出口導向轉型的主要驅動力，在先進科技方面亦居於世界領先地位。該市在國家發展中繼續走在最前。

王副市長向團員介紹最新的項目和政策，並強調該市歷年來取得的卓越成就。他指出，自1979年以來，深圳的GDP已翻了萬倍；這個驚人數字足證內地改革開放進程的成功。

香港與深圳優勢互補，意味兩市有條件建立更緊密合作。創新科技方面，香港擁有世界級的科研能力和一流的大學，加上健全的司法和知識產權保護制度，以及國際化的營商環境；深圳在科研領域的成果則轉化為強大的先進製造力，使其成為國家创新型城市。

總商會總裁袁莎妮說：「深圳近在毗鄰，許多港企在過去數十年一直受惠於該市的轉型。這種合作只會進一步加深。《綱要》中明確界定的角色顯示兩市可專注發揮各自的優勢，以建立更高效的合作關係。」

廣州發展

加強跨境合作能夠有效確保雙方均可從大灣區倡議中受惠。訪問廣州期間，廣東省副省長歐陽衛民接見總商會代表團時，闡述了如何實現這一目標。

人流是關鍵元素。副省長表示，廣東希望鼓勵更多港人到省內工作，而去年實施的政策便促進了這方面的發展，容許港人無需取得許可證也可在中國內地工作。

過往與未來合作

廣東省一直是港商和港人到內地投資創業的首選地。在1979年至2016年間，香港在廣東省的投資累計接近兩萬億港元，佔全省利用外資總額達64%。

2017年，廣東省與香港的進出口總額超過11,600億人民幣，佔全省總額17%，高於廣東省與其他省市的進出口。

近年，港商在廣東的投資漸趨多元化，已由製造業擴展至服務業。多個香港品牌亦已經進駐廣東的零售市場。

香港作為高度開放的國際都會，可以把國際聯繫的經驗延伸至廣東，協助引進外資，同時與廣東企業共同開拓海外市場，探索新機遇，促進廣東的經濟發展。



Visit to ZTE.
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Visit to 4K Gardens.
考察四開花園網絡科技(廣州)有限公司。

歐陽衛民還向團員表示，香港佔全省外來投資總額約60%，與中國其他省市相比，香港仍然是廣東最大的貿易夥伴。

廣州在科技領域扮演的角色日益重要，而當局亦已在大灣區規劃中肯定了這一點。《綱要》強調加強創新科技合作，推進建設「廣州—深圳—香港—澳門」科技創新走廊。

代表團與廣州市市長溫國輝會面期間，加深了對這項科技發展及其他轉變的了解。溫國輝強調該區已日益開放予外商及港企投資，與歐陽衛民的說法一致。他向團員表示，廣州市的外籍僱員人數持續增長，現約有30,000家外資企業在市內營運。

溫國輝亦討論廣州對環保及可持續發展的重視。放眼全球，廣州已成為電動汽車的領先城市，目前約有12,000輛電動巴士投入服務。為此，深圳共設有約4,000個充電站，作為配套措施，並計劃於未來數年增建至十萬個。

不過對廣州來說，汽車電動化的進程還只是剛剛起步，其長遠目標是把的士及市政服務車輛都轉換成電動汽車。為鼓勵私營企業跟上電動化的軌道，當地政府引入一系列誘導政策，如綠色融資、補貼及減排獎賞。

夏雅朗表示：「到訪過這兩座充滿活力的城市後，我們可以肯定大灣區在不同領域都商機處處。」

「我們會見的官員都清楚表明，歡迎香港利用自身長處貢獻大灣區建設。現在我們需要繼續共同努力，各展所長，締造共贏局面。」

考察團顧問：中央人民政府駐香港特區聯絡辦公室
經濟部副部長兼貿易處負責人劉亞軍；協調部副
部長張強；以及香港特別行政區政府駐粵經濟貿易辦事
處主任陳選堯。

成功故事

總商會代表團亦考察了數家廣東科技企業，親身視察省內的產業進展。

金蝶國際創於1993年，是深圳本土成功企業的佼佼者之一，至今已服務約680萬名客戶，當中包括政府部門和私人企業。團員了解到金蝶開發的企業管理軟件及雲端技術如何助企業改進營運效率和客戶服務。

中興通訊是另一個廣為人知的深圳品牌。這家電訊公司的業務遍布全球，已先後進軍了巴西、德國、印度和澳洲等市場。中興通訊亦是發展5G流動技術的先驅；該技術除了速度遠勝4G服務，其更高的聯通性可能加快物聯網的發展。

代表團亦有機會見識新一代的家居娛樂系統。這些系統運用5G及虛擬實境技術，讓人能安坐家中觀看足球比賽，卻有猶如置身現場的體驗。

考察團副團長余鵬春表示：「中國發展5G技術取得了長足進步。這項技術推出之時，將可改善我們的生活及工作。能夠實地了解大灣區研發的創新技術將如何在不久將來提升商業效率，實在是良好的體驗。」

在廣州之行，代表團到訪了4K花園，而其主要業務為4K超高清影視製作及分銷平台，以及其他沉浸式視頻體驗。

參觀期間，團員了解到該公司目前的項目，包括為電視節目及音樂會進行4K錄影和分銷，並獲職員講解其公司的8K影視技術，並展示4K與8K影片的分別。團員更有機會親自拍攝4K影片。

代表團在廣州晚膳後乘高鐵回港，為是次考察之旅畫上句號。

夏雅朗表示：「此行完美示範如何以一程多站的方式走訪廣東省——出席接續不斷的會議後，再享受一頓悠閒晚餐，然後才乘車回港也不晚。」



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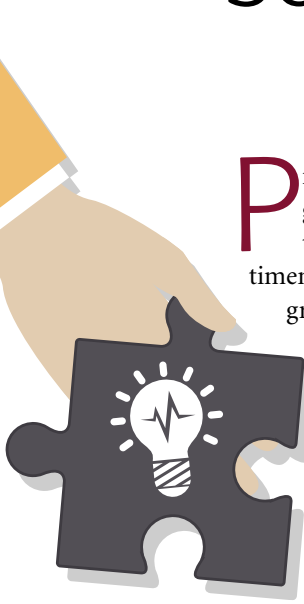
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Solving the Productivity Puzzle

Hong Kong is not alone in suffering productivity stagnation,
but policy measures could inject some vitality



Predictions on the near-term outlook for the global economy have become harder to make these days, as a tweet can change economic sentiment in a split second. In the longer run, economic growth is unlikely to be influenced by a post on social media, but more by productivity growth, which is in turn determined by factors such as technological progress as well as investments in education, machinery and equipment.

To achieve sustainable economic growth in the long term, simply injecting more labour and other factor inputs into the economy isn't an ideal solution, due to their diminishing returns. In a small workplace, work can be done much more quickly when the workforce is doubled from one to two, but the margin is small when employing one additional staff member in a big company.

At the same time, labour supply, like any other factor of production, has its boundaries. According to a projection by the Census and Statistics Department, Hong Kong's total labour force is expected to reach a plateau during 2019 to 2022 and decline afterwards, whereas the proportion of elderly persons will increase from 17% of the total population in 2016 to 31% in 2036 and 37% in 2066.

For an economy facing an ageing population and labour shortages like Hong Kong, a continuous improvement in productivity would therefore be very welcome, as it helps relieve the demographic problem. It can only be a good thing if fewer people are required to produce the same level of, or even more, output so as to maintain the overall competitiveness. Unfortunately, the recent

release of productivity data by the Conference Board may suggest this is just wishful thinking.

Total factor productivity (TFP) measures the overall productivity of both labour and capital. It tells how efficiently inputs are being used and is a key determinant of the pace of economic growth in the long run. TFP is based on a model

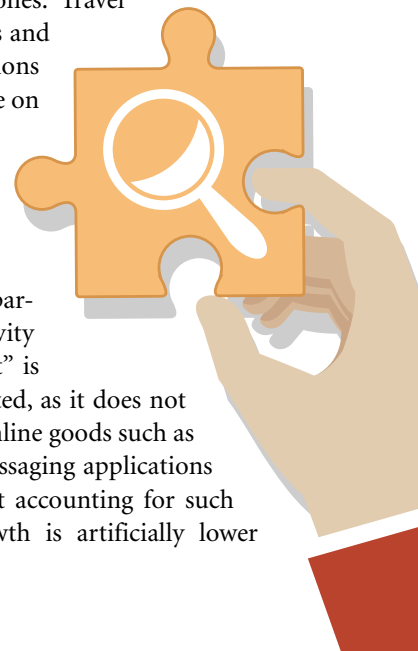
developed by Robert Solow, which made him a Nobel laureate in 1987. Innovation, competition within industries, better resources allocation to more productive sectors, and trade liberalization that allows companies in different places to compete, all serve to boost productivity. Without productivity growth, sustainable economic growth can hardly be achieved.

Growth in TFP in Hong Kong fell to -0.6% in 2018 from 1.1% in 2017, according to the Conference Board's Productivity Brief 2019. The movement in one single year could be influenced by fluctuations in business cycles. However, even over a longer time frame, TFP growth was also significantly lower compared with the start of the century. Average annual growth was merely 0.2% during 2010-2017, down from 2.0% during 2000-2007.

In fact, Hong Kong is not alone in seeing slower TFP growth. At the global level, average TFP growth was -0.1% in 2018, compared to 0.1% during 2010-2017 and 1% during 2000-2007. This phenomenon can be observed almost universally regardless of the stage of development of an economy, as both mature and developing economies displayed similar trends (*Figure 1*).

But why is productivity growth stagnant in both Hong Kong and the global arena? Shouldn't technological breakthroughs in the past decades have raised productivity to a great extent and improved our living standards? For example, transferring money between bank accounts can now be easily done with only a few clicks on our mobile phones. Travel websites can suggest hotels and airlines and make reservations within seconds, saving time on consulting travel agents and comparing package catalogues. This would not have been possible in the early 2000s.

Some argue that the apparently lower productivity growth is because "output" is simply being underestimated, as it does not include the value of free online goods such as search engines, mobile messaging applications and online maps. Without accounting for such output, productivity growth is artificially lower



than it should be. Nonetheless, Chad Syverson, Professor of the University of Chicago's Booth School of Business, disputes this view, with his paper in 2016 offering empirical challenges to this "mismeasurement hypothesis."

There are some others like Robert Gordon at Northwestern University who think that the recent innovations cannot be compared with those in the Industrial Revolution, such as electricity and the combustion engine, and thus have not radically changed how businesses operate.

I tend to support this latter view that the positive impacts of the recent technological advancements on efficiency gains have been overestimated. Obviously, we have more powerful computers and electronic devices than 10 years ago, but spending additional time on social media or surfing websites aimlessly does little to lift productivity and output.

While many things are being done in much faster ways, a lot of resources are also allocated to things like filtering scam emails and ensuring cybersecurity which could otherwise be used in more productive work. This



"dark side of technology" may have offset part of the efficiency gains offered by technological advancements.

It also makes sense to expect that a time lag exists between innovation and leaps in productivity. It takes time for companies to explore the best ways to realize the benefits of recent technological breakthroughs. A leap in productivity could actually be not far away. As scientist Roy Amara said: "We tend to overestimate the effect of a technology in the short run and underestimate the effect in the long run."

Of course, this productivity revival is only hypothetical. Boosting productivity should remain among the top policy priorities. More investment in R&D can help. The Hong Kong Government aims to double its expenditure on R&D as a percentage of GDP from 0.73% to 1.5% during its five-year term of office.

Tax reductions for R&D expenditure as an incentive for the private sector would clearly be welcome. But let's not forget ways to attract high-skilled talent from abroad and upskilling our domestic workforce, who may need a bit more support than the HK\$20,000 subsidy for each applicant under the Continuing Education Fund. ✪

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拆解生產力難題

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今時今日，全球經濟的短期前景變得更難預測，一條推文瞬間便可扭轉經濟氣氛。然而，長遠的經濟增長則不可能受社交媒體上發文的影響，而更取決於由科技進步及教育、機械和設備投資等因素帶動的生產力增長。

根據邊際回報遞減法則，要達至長遠的可持續經濟增長，僅僅為經濟注入更多勞動力和其他生產要素並不是理想的方案。在規模較小的公司，人手倍增確實可大大加快工作進度；然而對大型企業而言，僱用一名額外員工則效用甚微。

與此同時，與其他生產要素一樣，勞動力的供應有限。根據政府統計處的預測，香港的總勞動人口將於2019至2022年間達到高峰，其後轉趨下降；而長者佔總人口的比例將由2016年的17%增加至2036年的31%和2066年的37%。

對於香港一類面對人口老化和勞工短缺問題的經濟體，生產力若持續改善可助紓緩人口結構問題，固然值得欣喜。如果能夠以更少的人力實現相同甚至更高的產出水平，維持整體競爭力，確是百利而無一害。不過，美國諮商會（Conference Board）最近發表的生產力數據顯示，這或只是一廂情願的想法。

全要素生產力（TFP）是衡量勞動力和資本的總體生產力的

指標，能反映資源投入是否有效地被運用，亦是決定長遠經濟增長的關鍵因素。TFP建基於Robert Solow藉之獲得1987年諾貝爾獎的經濟模型。創新、行內競爭、把資源更妥善分配到更具生產力的行業，以及開放貿易，讓不同地方的企業參與競爭，均有助提升生產力。沒有生產力增長，便難以實現可持續經濟增長。

根據諮商會發表的《2019年生產力簡報》，香港TFP增長從2017年的1.1%下降至2018年的-0.6%。雖然單一年度的變動或會受到經濟周期波動的影響，然而即使把年期拉闊，TFP增長亦顯著地較本世紀初為低。2010至2017年間的年均增長僅為0.2%，低於2000至2007年間的2.0%。

事實上，面對TFP增長呈放緩趨勢的，可不止香港。環顧全球，2018年TFP平均增幅為-0.1%，較2010至2017年間的0.1%和2000至2007年間的1%為低。這種現象無分經濟發展階段，無論成熟抑或發展中經濟體均呈相若的趨勢（圖一）。

但為何香港以至全球整體的生產力增長都停滯不前？過去數十年，科技突破不是應該令生產力大大提高，改善了我們的生活水平嗎？例如，現在只需點擊手提電話，即可輕鬆完成銀行轉賬；旅遊網站可推薦酒店和航空公司，讓旅客只需幾秒便完

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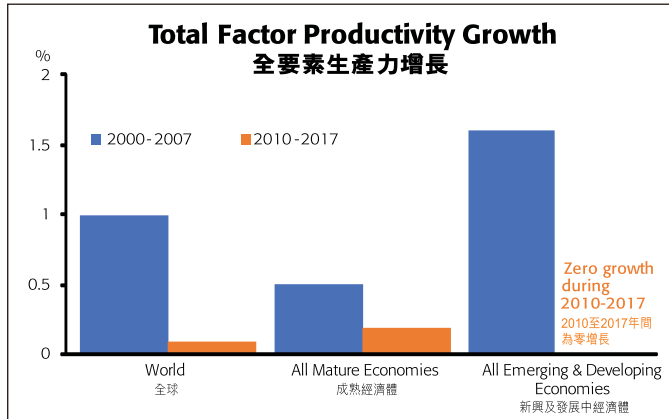
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成預訂，省卻向旅行社查詢和比較旅遊套餐內容的時間。這在21世紀初根本無法做到。

有人認為，生產力增長顯著下降的原因是低估了「產出」，因為它並不涵蓋免費網上商品的價值，例如搜尋引擎、流動通訊應用程式和網上地圖。撇除計算這些產出，生產力增長自然會低於應有水平。然而，芝加哥大學布斯商學院Chad Syverson教授對上述觀點存疑，並於2016年發表論文，以實證反駁這個「誤測假設」。

Figure 1 圖一



Source: Conference Board 資料來源：美國諮商會

也有一些說法——如西北大學的Robert Gordon認為，近代的創新根本比不上工業革命時期的電力和內燃機等技術突破，因此未能顛覆企業的運營方式。

我傾向支持後者的說法，即近年科技發展對提高效率的正面影響被高估。現今的電腦和電子設備確實比10年前擁有更強大的功能，但把更多時間花在漫無目的地瀏覽社交媒體或其他網站，並無助於提高生產力和產量。

雖然我們能以更快的方式完成許多事情，但與此同時，處理及過濾濫發電郵、確保網絡安全等事宜，卻佔用了大量原本可投放於其他更高效工作的資源。這種「科技黑暗面」或抵銷了科技演進帶來的部分效益。

創新與生產力上升之間存在時滯亦很合理，企業也需時探索如何充分發揮科技突破所帶來的好處。生產力的躍升實際上可能已經離我們不遠。正如科學家Roy Amara所言：「我們傾向高估科技的短期影響，而低估了其長期效應。」

當然，上述生產力提升的說法純屬假設。提高生產力應繼續是施政重點，而增加研發投資是方法之一。香港政府的目標是在其五年任期內，把研發支出佔本地生產總值的比例從0.73%倍增至1.5%。

透過提供稅務扣減作為鼓勵商界增加研發開支的誘因固然值得歡迎，但也勿忘吸引海外高技術人才，以及提升本地勞動力的技能——而「持續進修基金」為每名申請人所提供的兩萬港元資助，可能並不足夠。

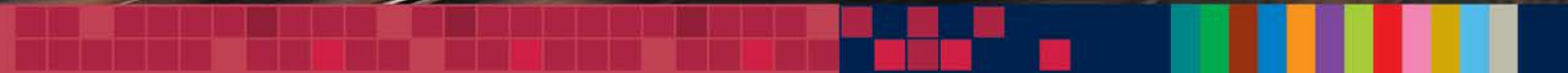
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Energy for Brighter Tomorrows



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Better Ways to Ensure Workplace Safety

確保職場安全的更有效方法

The Chamber has responded to the Labour Department's Consultation Paper on "Raising Penalties of Occupational Safety and Health Legislation."
An edited version is below; you can read the full submission on our website

總商會已回應勞工處有關「提高職業安全及健康法例罰則」的諮詢文件。

下文經編輯整理；會員可於本會網站瀏覽建議書全文

HKGCC agrees with the Government's objective of lowering the rate of industrial accidents. However, we question whether the proposals in the Consultation Paper (CP) – of a substantial increase in the maximum level of penalties and doubling the time limit for issuing summonses – are the best way to achieve this.

Proposal 1: Significant increase in penalties

The proposal for a substantial increase in the maximum statutory level of penalties appears to be motivated by two reasons. The first is the fact that penalties in certain other jurisdictions are significantly higher than in Hong Kong. We suggest that regulations, including penalties, in other jurisdictions are not necessarily suitable for Hong Kong.

The second reason is an assumption that such an increase will motivate Hong Kong businesses to increase health and safety precautions for workers, and lead to fewer industrial accidents.

However, the CP provides no evidence for this. In fact, the evidence that exists in Hong Kong points in the other direction. The CP itself notes that between 1998 and 2017, under the current statutory limits for penalties, the accident rate dropped dramatically: from 64.7 to 17.2 per thousand workers.

We are also concerned by the proposal that, for some infringements, a penalty of up to 10% of a business's

turnover may be imposed. In our view, linking the level of penalty to turnover is inappropriate in the case of health and safety legislation.

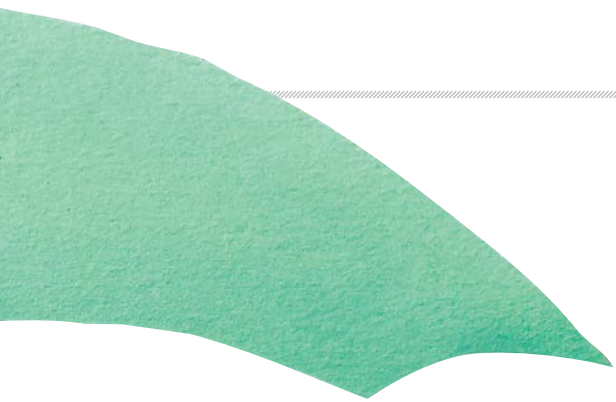
A significant increase in penalties will inevitably result in an increase in insurance premiums for companies. This will then increase business costs that may ultimately have to be passed on to consumers.

In some cases, it may even deter new entry by businesses in certain sectors such as construction, something that Hong Kong can ill afford, given the many large-scale projects that are ongoing or in the pipeline.

Proposal 2: Doubling the time limit for issuing summonses

The CP argues that this proposal would "assist the courts in better understanding the seriousness and culpability of these cases" by allowing more time for investigation.

This suggests that the Labour Department has been unable to secure convictions because the current six-month time limit has been insufficient to accumulate evidence. If that was the case, it is doubtful whether prosecution should be brought in the first place. Rather, the solution should be to equip the Labour Department with sufficient resources so that it can carry out investigations thoroughly.



Other approaches

Education and training are key to preventing industrial accidents, because they tackle the problem at source. In our view, there is considerable scope for Government and business to work together to achieve this goal, and this would be a more constructive approach than raising penalties.

Maintaining a safe and healthy work environment is a shared responsibility. As such, the current approach adopted in the CP to place the entire responsibility on employers is unfair. For trades such as construction where self-employed workers are common, ensuring compliance could be problematic.

Conclusion

We recommend that the Government should take a more holistic approach and focus on other ways of reducing industrial accidents, instead of simply increasing penalties.

To lower the rate of industrial accidents, we would strongly support more informal joint Government and industry initiatives to improve health and safety at work. 🌸

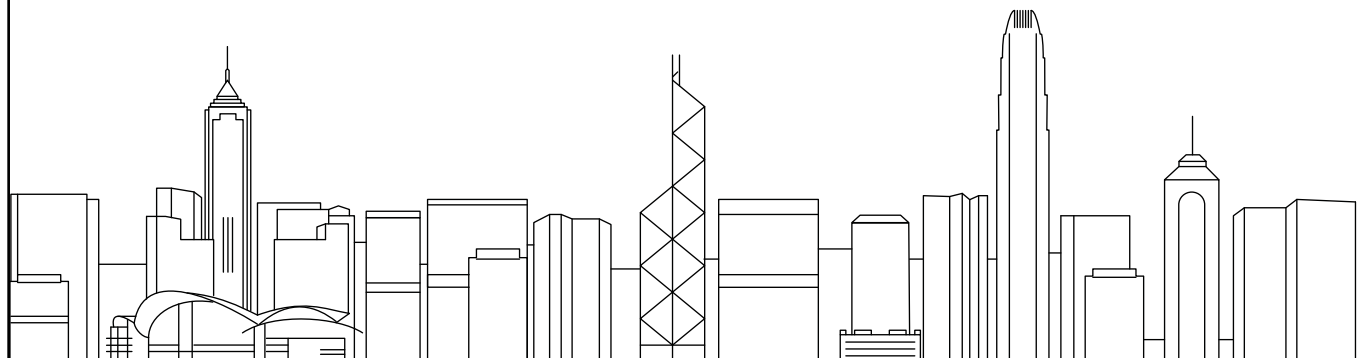
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總商會認同政府減低工業意外率的目標。然而，我們質疑諮詢文件（文件）提出大幅加重最高刑罰及把發出傳票的時限延長一倍的建議，是否實現這一目標的最佳方法。

方案一：大幅加重刑罰

大幅提高最高法定刑罰水平的建議似乎出於兩個原因。其一，某些司法管轄區的罰則大幅高於香港。我們認為，其他司法管轄區的法規和罰則未必適合香港。

第二個原因是假定加重刑罰將促使香港企業為工人增加健康和安全措施，減少工業意外。

然而，文件未有為此提供證據。事實上，香港的情況不足以此為由提高罰則。文件指出，在1998年至2017年間，根據目前的法定刑限，意外率大幅下降：由每千名工人64.7宗下降至17.2宗。

我們還關注到，政府建議把某些違例行為的最高罰款額提高至企業營業額的10%。我們認為，就健康和安​​全法例而言，把刑罰水平與營業額掛鉤並不恰當。

大幅加重刑罰難免令公司的保費增加，推高經營成本，最終或轉嫁予消費者。

在一些情況下，提高罰則甚至會影響企業進軍某些行業的意欲，例如建造業——鑒於許多大型項目正在施工或籌劃中，香港將難以承受此舉所帶來的後果。

方案二：把發出傳票時限延長一倍

文件指出，這個方案將可提供更充裕的調查時間，「協助法庭更了解案件的嚴重性及罪責程度」。

由此可見，勞工處一直未能定罪，原因是目前的六個月時限不足以蒐證。若情況屬實，當局應否提出檢控的做法值得商榷。反之，解決方法應該是為勞工處提供足夠的資源，以進行徹底的調查。

其他方法

要從根本解決工業意外的問題，關鍵在於教育和培訓。我們認為，政府和商界有很大的合作空間去共同實現這一目標。如此做法比起提高罰則更有建設性。

維持安全健康的工作環境是共同責任。因此，文件目前把所有責任加諸僱主身上的做法有欠公平——對於自僱形式十分普遍的建築行業等，確保人人依法守規並不容易。

總結

我們建議政府以更全面的方式，集中探討減少工業意外的其他方法，而不是純粹提高罰則。

為減低工業意外率，我們全力支持政府和業界合力推出更多非正式的倡議，以改善職場的健康和安全。✿

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Technology mixed with the personal touch at Trip.com gives users a social as well as seamless travel experience, reports Chamber staff writer **Caleb Cheung**

“We believe travel can make better human beings, as well as a better world. Trip.com aims to make travel simple and easy,” said Hillman Lam, General Manager, International Business at the global online travel agency.

Trip.com was launched in 2017, and focuses on using innovation to help people travel in more convenient and enjoyable ways. It offers a one-stop service for booking a wide array of services including flights, hotels, trains, car rentals, tours and tickets for sightseeing attractions.

Trip.com has developed rapidly, and currently provides services across 23 countries and regions, including

Hong Kong, Singapore, Japan, Australia and the United Kingdom.

“The key behind our fast growth has not been reducing the price of our products to be significantly lower than others offered in the market,” Lam said. “Instead, it is following our three core values in everything we do.”

These values are: providing a user-centered experience, investing in big data, and building a social bond with travellers.

Putting users centre-stage

“In order to succeed in the online travel agency business, user experience must come first,” Lam said, pointing out that nowadays

anyone can compare the prices of flights and hotels online. Trip.com aims to differentiate itself by giving users the freedom and ability to make the best choices possible.

“Therefore, we try to make the layout of our website and mobile app as transparent as possible, to present the options available in a clear way.”

As online shopping and booking has become the norm over the past couple of decades, one downside is that it can be difficult to get hold of a real person to answer questions or discuss any problems. Trip.com was determined that this should not be an issue for its customers.

“What sets us apart is that we do not compromise on the quality

of our customer service in order to save costs,” Lam said. “Our contact numbers are located prominently on our website and mobile app. We have over 700 call centre staff supporting 18 languages.”

This large contingent of customer service workers may seem “excessive,” Lam said, but it is all part of the company’s focus on user experience. “We believe it is neces-

data-driven strategy is supported by a bottom-up work culture. Lam explained that while the company has a dedicated business intelligence team to conduct data analysis, all staff members are also encouraged to participate in the process.

“This is to help us see the whole picture thoroughly,” he said. Different people have different interpretations and insights on the results

Trip.com is to encourage such social value, and also to encourage the development of a travelling community.

“We do not only invest in projects that make a profit. We try to study what our customers’ pain-points in travel are, and develop products to troubleshoot these problems,” Lam said. “We realize that many travellers spend a lot of time and energy to organize their trips properly.”

A recent function Trip.com has introduced is a mobile app called My Trips. Users can enter information for their flight, hotel and train bookings, in addition to other notes. Then the app will collate all the information and present it clearly in an itinerary. In addition, it will automatically display some useful information, such as the designated gate for flights, and maps for the hotel.

My Trips is not just for customers who have booked their flights and hotels through Trip.com, Lam explained. “Travellers who purchased their tickets from other agencies are also welcome to use this service,” he added.

Looking ahead, Trip.com aims to become more deeply involved in all of the five stages of travel: inspiring, planning, booking, experiencing and sharing. It strives to continue to expand its user base worldwide, so as to become a huge global hub for travellers to interact and share information as well as booking the services they need on their trip. ✿



What sets us apart is that we do not compromise on the quality of our customer service in order to save costs.



sary and worthwhile. It is crucial for online travel agencies to connect with customers on the ground.”

Data collected by Trip.com indicates that around 5% of their customers make use of the telephone hotline to reconfirm reservations or to solve enquiries.

Driven by data

Lam stressed that it is important to maintain an open mindset, keep abreast of the latest industry trends, and understand the situation of the company - which can all be done by interpreting the relevant big data.

“Data can help us identify overlooked problems and anticipate issues. A successful online travel agency should be driven by big data,” Lam said.

Trip.com’s use of advanced technology is also mixed with a personal touch, and the company’s

of data, which can help drive new ideas and inspire further innovations.

“I always remind our teammates that no one can be 100% certain about their decisions,” Lam said. “But we can use data to find out whether what we have done is right or wrong, so that we can learn from the past.”

Establishing social values

Another core value of Trip.com is its efforts to establish “social value” for the general public. Simply making the cheapest booking is not the priority. Lam emphasized that in today’s data-driven world, the wide range of information available can help clients make informed decisions about where they choose to travel, and can even help them to understand the world better.

Lam said that the mission of

Company 公司名稱 : Trip.com

HKGCC Membership No. 總商會會員編號 : HKC1151

Established 創辦年份 : 2017

Website 網站 : trip.com



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Trip.com揉合科技與個人經驗，為用戶帶來無縫的社交和旅遊體驗

本刊記者張皓朗

「我們相信旅遊可成就更美滿的人生，造就更美好的世界。Trip.com旨在令旅遊變得簡便。」這家全球網上旅遊服務公司的國際業務部香港總經理林俊暉如是說。

Trip.com於2017年創辦，致力透過創新，為用戶創造更方便、更有趣味的旅遊體驗。該公司提供一站式服務，包括預訂航班、酒店、火車、汽車租賃、觀光行程和旅遊景點門票。

Trip.com業務發展迅速，其服務網絡現已涵蓋23個國家和地區，包括香港、新加坡、日本、澳洲和英國。

林俊暉說：「公司業務迅速增長的關鍵，並非調低產品價格，使其大幅低於市場上同類產品的價格。反之，我們凡事都緊從公司的三大核心價值。」

這些價值包括：提供用戶為本的體驗、投資大數據，以及與旅客建立社交聯繫。

用戶為本

林俊暉表示：「要在網上旅遊服務業取得成功，必須以用戶體驗為先。」他指出，如今人人都可上網比較機票和酒店的價格，故Trip.com希望用戶能夠自由作出最佳的選擇，從而在市場上突圍而出。

「因此，我們的網站和流動應用程式版面盡量採用開放透明的設計，清晰地展示各個選項。」

網上購物和預訂服務在近數十年日趨普及，但當中存在一個問題，就是顧客難以接觸員工，以親自解答疑難或商討問題。有見及此，Trip.com決心讓顧客免除這個煩惱。

林俊暉說：「我們不為節省成本而犧牲客戶服務質素，這是我們與眾不同之處。」他續道：「我們的網站和流動應用程式清楚顯示公司的聯絡電話，而我們的熱線中心更聘用逾700名員工，支援18種語言。」

這支龐大的客戶服務團隊似乎略嫌「過多」，但林俊暉指出，這正正體現了公司著重用戶體驗。「我們認為有此



我們不為節省成本而犧牲客戶服務質素，這是我們與眾不同之處。



必要，而且值得投資。網上旅行社必須與顧客保持聯繫，緊密溝通。」

Trip.com收集所得的數據顯示，公司約5%的客戶利用電話熱線確認預訂或進行查詢。

數據主導

林俊暉強調，保持開放的心態、緊貼業界最新走勢，以及了解公司狀況至關重要，而上述都可透過分析相關的大數據達成。

他解釋：「數據可助我們識別出備受忽視的議題和預視問題。成功的網上旅行社應由大數據主導發展。」

Trip.com把先進科技與個人經驗結合起來，公司的數據主導策略建基於由下而上的工作文化。林俊暉解釋，公司設有專門的商業情報組分析數據，並鼓勵所有員工參與其中。

他稱：「這可讓我們徹底看清大局。」每個人對數據分析結果都有不同的詮釋和見解，這有助推動新意念，啟發創新。

「我時常提醒我們的團隊，無人可百分百肯定自己的決定。」林俊暉又說：「不過，我們可利用數據來確定我們所做的是否正確，從過去吸取經驗。」

建立社會價值

Trip.com的另一核心價值是為大眾建立「社會價值」。僅為客戶作出最廉價



的預訂並不是首要考慮。林俊暉強調，在現今數據主導的世界，廣泛的資訊內容可助客戶在選擇旅遊目的地時作出明智的決定，甚至幫助他們更全面地了解世界。

他指出，Trip.com的使命是推廣這種社會價值，以及推動旅遊社群的發展。

林俊暉表示：「我們不僅投資有利可圖的項目，更會嘗試了解顧客在外遊期間遇到的難題，繼而開發針對這些問題的產品。」他補充：「我們明白到很多旅客會花大量時間和精神，妥善地安排行程。」

Trip.com最近推出了全新的流動應用程式「My Trips」。用戶可輸入預訂的航班、酒店和火車等資料，程式便會整理所有資料，再清楚列於行程表中。程式亦會自動顯示其他實用資訊，例如指定登機閘口和酒店地圖等。

林俊暉解釋，My Trips的用戶對象並不限於經Trip.com預訂航班和酒店的顧客。他補充：「我們亦歡迎經其他旅行社購票的旅客使用這項服務。」

展望未來，Trip.com的目標是更深入參與旅遊的五個階段：靈感、規劃、預訂、體驗和分享，並致力持續拓展全球用戶基礎，務求發展成為大型的旅遊服務樞紐，讓旅客互動、分享資訊和預訂旅遊服務。✿

公益金會德豐

百萬泳

The Community Chest Wheelock Swim for Millions

2019

日期 : 13-10-2019(星期日)
 時間 : 上午8時至下午1時
 地點 : 淺水灣泳灘

DATE : 13-10-2019 (Sunday)
 TIME : 8:00 am - 1:00 pm
 VENUE : Repulse Bay Beach



歡樂游 SWIM FOR FUN

每位參加者在指定賽道游一百米。不計時間，志在參與！歡迎帶埋水泡一齊玩！

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

■ 最低捐款額 Minimum Donation: HK\$450

12歲以下之參加者需由家長/監護人陪同下參與，並需額外籌得HK\$450或以上
Participants under 12 years old should be accompanied by parent/guardian during the swim and extra HK\$450 is required to be raised.

游泳競賽 SWIM FOR CHALLENGE

A. 黃金一公里泳賽 GOLDEN KILOMETRE RACE

競賽形式： 游泳二百五十米 + 沙灘上競跑 (四次)
Race Format : 250 M swim + run on beach (4 times)

■ 最低捐款額 Minimum Donation: HK\$450

B. 家庭接力賽 FAMILY RELAY RACE

競賽形式： 兩位家庭成員以接力方式參賽
第一位： 游泳二百五十米
第二位： 游泳五百米

Race Format: A team of two family members in relay
1st leg : 250 M swim
2nd leg : 500 M swim

■ 最低捐款額 Minimum Donation: HK\$2,500

C. 接力賽 RELAY RACES (4 x 250 M)

機構 Corporate + 10 個歡樂游名額 10 quotas of Swim for Fun/
機構 Corporate + 30 個歡樂游名額 30 quotas of Swim for Fun/
紀律部隊 Disciplined Force / 校際 School

每隊派四位代表以接力方式參賽，每位代表須完成二百五十米賽程
(所有機構接力賽隊伍必須有至少一員為所屬機構員工)

A team of four members in relay. Each member should complete a 250 M swim
(At least one member in the Corporate Relay Team must be the employee of respective organisation)

■ 最低捐款額 Minimum Donation:

HK\$38,000 (機構 Corporate + 10 歡樂游 Swim for Fun) /
HK\$45,000 (機構 Corporate + 30 歡樂游 Swim for Fun) /
HK\$35,000 (紀律部隊 Disciplined Force) / HK\$20,000 (校際 School)

D. 領袖邀請賽 LEADERS' LAP

競賽形式： 游泳二百五十米
Race Format : 250 M swim

■ 最低捐款額 Minimum Donation: HK\$25,000

截止報名日期 Deadline for Registration :

13-9-2019

查詢電話 Hotline :

2599 6111

詳情請參閱 For race detail :

www.commchest.org/swimformillions

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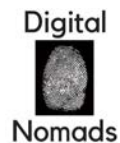
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Brazilian Dishes with a Twist 不一樣的巴西滋味

Uma Nota adds a hint of Japanese culture to Latin American cuisine to present a delicious mix of flavours, reports the Chamber's staff writer **Elmo Wong**

Uma Nota為拉美佳餚注入日本色彩，呈獻可口的混合風味 本刊記者王靜雯

“Brazilian cuisine is not limited to big pieces of meat,” said Alexis Offe, Founder of Uma Nota. “It can also be refined and delicate.” The restaurant aims to disprove some of the preconceptions about Brazilian cuisine with its Japanese-influenced street food. This may seem an incongruous mix, but in fact Brazil is host to the largest Japanese population outside Japan, and this has influenced the country’s food.

Inspired by snack bars in Brazil, the interior of Uma Nota merges design elements of both countries to create a simple space with eye-catching colours and wooden furniture. The same balance extends to the menu, which features Brazilian street food with a twist of Japanese tastes.

“Japanese cuisine is famous for its fine flavours and quality ingredients, while in Brazil, spices and sauces are commonly used to elevate the dishes,” Offe explained.

Offe established the restaurant along with his sister Laura in 2017. Born in France, he has lived in Hong Kong for almost 20 years, and said he remains amazed at the city’s flexibility and eagerness to try new things.

「巴西菜不只有大大片的肉，也有其優雅精緻的一面。」Uma Nota創辦人Alexis Offe說。餐廳致力以富有日式風味的巴西街頭食品，反駁外界對巴西美食的一些誤解。這個組合聽起來有點格格不入，但事實上，巴西是日本境外最多日本人聚居的地方，更深深地影響巴西的飲食文化。

Uma Nota以巴西小吃店為靈感，裝潢融合了巴日兩國的設計元素，以鮮艷奪目的色彩和質樸的木製家具，打造出舒適簡約的空間。菜單延續了這種和諧平衡，為食客呈獻多種具日本風味的巴西街頭美食。

Offe解釋：「日本料理以其細膩的味道和優質食材而聞名，而巴西菜則常用各式香料和醬料來提升味道。」

Offe於2017年與姊姊Laura一起創辦Uma Nota。生於法國的他縱然已在香港生活了近20年，卻依然對這個城市的靈活性和敢於嘗試新事物的熱情讚嘆不已。



Uma Nota

38 Peel Street, Central, Hong Kong
中環卑利街38號地下
2889 7576

Chef's Profile 大廚小檔

Originally from Colombia, Head Chef Gustavo Enrique Vargas Mora has a deep understanding of South American food, having started in the kitchen by helping his grandmother at the age of five. Before arriving in Hong Kong, he spent seven years working in restaurants in Sao Paulo, Brazil's largest city and home to a significant Japanese population. Today, Chef Gustavo leads Uma Nota's kitchen to deliver the vibrant flavours of South America with a touch of Asian influence.

主廚Gustavo Enrique Vargas Mora來自哥倫比亞，對南美食物了解深入。他五歲時已在廚房分擔祖母的工作。來港前，他在巴西最大的城市、日本人聚居地——聖保羅的餐館工作了七年。今天，在主廚Gustavo帶領下，Uma Nota的烹飪團隊全力呈獻具亞洲風味、活力澎湃的南美滋味。



Coxinhas de frango 脆炸雞肉秋葵球

This popular snack is commonly seen in bars in Brazil. Chicken is marinated with spices and mixed with okra. The dumplings are then coated with Japanese bread crumbs and deep-fried. Crunchy outside and moist inside, they are best sampled with the restaurant's homemade chili sauce.

這道常見於巴西酒吧的菜式是大受歡迎的地道小吃。雞肉先以香料醃製，混入秋葵，再以日式炸物做法沾上蛋漿和麵包糠炸至金黃，外脆內軟，配上餐廳的自家製辣椒醬，味道更佳。



Tuna skewers 金槍魚串燒

Japanese tuna is selected for its rich flavour and firm texture. Cubes of tuna meat are marinated with aji amarillo and chipotle chilis as well as sake, adding aroma and acidity that goes well with the juicy fish meat. Pickled red onion on top highlights the freshness of the tuna.

餐廳特意選用日本金槍魚，取其魚味濃郁、肉質結實。魚塊以黃紅辣椒及清酒醃製，為鮮嫩多汁的魚肉增添香氣和酸味。最後加上醃漬紅洋蔥，進一步突出金槍魚的鮮味。



Ceviche Guayas 檸檬酸醃魚生

Japan is known for its sashimi while Brazil has ceviche – raw fish in citrus juice. Here, white fish, squid and shrimp are cured in lime juice and spiced with aji amarillo sauce, coriander, red onion and fried garlic. This refreshing chilled dish is a perfect treat for summer.

日本魚生馳名中外，而巴西則有檸檬酸醃魚生。大廚以青檸汁醃製白魚、魷魚和鮮蝦，再加入黃辣椒醬、芫茜、紅洋蔥和香炸蒜片調味。這道清新鮮味的冷開胃菜實為炎炎夏日的絕佳選擇。



Fraldinha 香烤牛腹肉

This flank steak from the U.S. is one of the signature dishes of the restaurant. The beef is grilled with a sprinkling of salt and served with a side of authentic Brazilian farofa – a cornflour mixture with butter and bacon. The steak also comes with a watercress and bean salad in homemade vinaigrette.

這道來自美國的牛腹肉是餐廳的招牌菜之一。牛排撒上鹽巴烤焗，配上正宗的巴西木薯粉——以玉米粉、牛油和煙肉製成的粉漿炮製而成，還伴以自家製黑醋調味的西洋菜豆沙律。



Lombinho de porco 甜酸豬柳

Pork tenderloin is pan-fried until its skin caramelises, and it is topped with pickled fennel to give a sweet-and-sour flavour. The meat is served on top of creamy mashed potato cooked with sweet Saikyo-miso - together creating a harmonious blend of Brazilian barbecue and traditional Japanese ingredients.

豬柳輕煎至焦香，再淋上醃漬茴香，帶出甜酸滋味。最後把豬柳放在以香甜西京味噌烹煮的軟滑薯蓉上，集巴西烤肉與傳統日本食材於一身，帶出和諧融合的風味。



Black sesame mousse 黑芝麻慕斯

Meringue and raspberries are added to this creamy black sesame mousse, bringing freshness and a mix of textures. This light dessert is a delight for diners who are looking for a closer that is not overly sweet.

軟滑的黑芝麻慕斯配上蛋白脆餅和紅桑子，味道清新，口感豐富。對不太嗜甜的食客來說，這道清淡的甜點正是不二之選。



浙江省商務廳副廳長徐高春於4月26日到訪總商會，代表團由中國委員會副主席姚逸明接待。徐副廳長邀請總商會擔任「香港浙江周」活動的支持機構。該活動將由浙江省省委書記車俊帶領，於6月25日起舉辦。

Xu Gaochun, Deputy Director General, Department of Commerce, Zhejiang Province, visited the Chamber on 26 April. Edmond Yew, Vice Chairman of the China Committee, received the delegation. Xu invited HKGCC to be a supporting organization of the Hong Kong-Zhejiang Promotion Week, which will start on 25 June. The Promotion Week will be led by Che Jun, Secretary, CPC, Provincial Committee, Zhejiang Province.

Edmond Yew, Vice Chairman of the China Committee, attended the Inner Mongolia-Hong Kong Seminar on Green and Agricultural Products Promotion on 24 April. Ai Lihua, Vice Chairman of the Inner Mongolia Autonomous Region People's Government, said at the seminar that Inner Mongolia was an important gateway to the country's northern regions. She added that the province was eager to deepen cooperation with Hong Kong, which is a key gateway to international markets, to help promote their products overseas. More than 500 types of agricultural products were exhibited at the seminar.

Petrina Tam, Chairman of the China Committee, represented the Chamber at the Hainan-Hong Kong Economic and Trade Cooperation Seminar on 23 April. Shen Danyang, Vice Governor of Hainan, briefed Hong Kong enterprises attending the event about the latest economic and investment policies in the province.

中國委員會主席譚唐毓麗於4月23日代表總商會出席「瓊港經貿合作商會專題座談會」。會上，海南省副省長沈丹陽向香港企業簡介該省的最新經濟和投資政策。

中國委員會副主席姚逸明於4月24日出席首屆「內蒙古•香港綠色農畜產品推介會」。內蒙古自治區人民政府副主席艾麗華於會上表示，內蒙古是通往中國北部地區的重要門戶。她補充，由於香港是通往國際市場的重要門戶，故該省渴望深化與香港合作，以助向外推廣其產品。會上展出500多種農產品。

Liang Yiguang, Deputy Director, Department of Commerce of the Guangxi Zhuang Autonomous Region, visited the Chamber on 29 April. The delegation was received by SH Chan, Vice Chairman of the China Committee. During the meeting, Liang explained that Guangxi has been supporting the development of the Greater Bay Area since the launch of CEPA in 2003. Chan said he hoped the Chamber would continue to serve as a bridge between members and Guangxi, helping enterprises in both places to seize the business opportunities available.

廣西壯族自治區商務廳副廳長梁藝光於4月29日到訪總商會，訪問團一行由中國委員會副主席陳紹雄接待。會上，梁副廳長表示自2003年《內地與香港關於建立更緊密經貿關係的安排》簽訂以來，廣西一直支持大灣區發展。陳紹雄希望總商會能繼續充當連繫會員與廣西的橋樑，協助兩地企業把握商機。



At a roundtable luncheon on 7 May, Thomas Meyer, CEO and Co-founder of Mobile Now Group, shared his expertise on the recent developments in WeChat commerce, and some examples of businesses that are successfully using such platforms in the Mainland market.

在5月7日的午餐會上，Mobile Now集團行政總裁兼聯合創始人Thomas Meyer分享其對微信商務發展的專業見解，並分析企業在內地市場成功使用該等平台的案例。



SH Chan, Vice Chairman of the China Committee, attended the "2019 Guangxi-Guangdong-Hong Kong-Macao Greater Bay Area - Into Hong Kong Seminar" on 15 May. Before the meeting, Chan and representatives from other major business associations and chambers met with Lu Xinshe, Secretary of the Party Committee of Guangxi Zhuang Autonomous Region.

中國委員會副主席陳紹雄於5月15日出席「2019廣西對接粵港澳大灣區——走進香港推介會」。會前，陳紹雄與其他主要商業組織和商會的代表會見廣西壯族自治區黨委書記鹿心社。



Zhang Xiaoli, Vice Chairman of Shenzhen CPPCC, led a delegation to visit the Chamber on 9 May, and was received by Petrina Tam, Chairman of the China Committee, and a number of committee members. Delegates and members conducted an in-depth discussion on a number of issues and policies related to business development in Shenzhen. They also discussed the future development of young entrepreneurs in the two cities.

深圳市政協副主席張曉莉於5月9日率團到訪總商會，由中國委員會主席譚唐毓麗及多位委員接待。雙方深入探討了一系列有關深圳商業發展的議題和政策，還討論深港兩地青年企業家的未來發展。

China Committee Vice Chairman Edmond Yew attended the Foreign Investment Law discussion session held by the Liaison Office of the Central People's Government in the Hong Kong SAR on 9 May. During the meeting, leaders from various chambers exchanged opinions and suggestions on the Foreign Investment Law, which is expected to come into force on 1 January 2020.

中國委員會副主席姚逸明於5月9日出席由中央人民政府駐香港特區聯絡辦公室舉辦的《外商投資法》討論環節。席間，各商會領導就《外商投資法》交換看法和建議。預計該法將於2020年1月1日生效。

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The Mainland-Hong Kong Joint Business Liaison Committee (JBLC) Meeting was held in Hong Kong on 16 May. The committee comprises HKGCC, the China Council for the Promotion of International Trade (CCPIT), and the other three major Hong Kong chambers. Chairman of CCPIT Gao Yan came to Hong Kong to chair the meeting. Chamber Vice Chairman Leland Sun, Chamber CEO Shirley Yuen and Edmond Yew, Vice Chairman of the Chamber China Committee, joined the meeting and exchanged views with other participants on how the Hong Kong and Mainland chambers could work together to promote the development of the Greater Bay Area.

「內地—香港商會聯席會」會議於5月16日在港舉行。內地—香港商會聯席會由香港總商會、中國國際貿易促進委員會（貿促會）及其他三大香港商會組成。貿促會主席高燕親臨香港主持會議。總商會副主席孫立勳、總裁袁莎妮及中國委員會副主席姚逸明出席會議，就香港和內地商會如何共同促進大灣區發展，與其他與會者交換意見。

Petrina Tam, China Committee Chairman, and Edmond Yew, China Committee Vice Chairman, and 10 members attended the 2019 Guangdong-Hong Kong-Macao Economic Technology and Trade Cooperation Conference, hosted by Lin Ji, Deputy Secretary General of Guangdong Province, on 7 May. Participants exchanged views on further collaboration under the Greater Bay Area initiative. Chamber CEO Shirley Yuen joined the welcome luncheon hosted by the Hong Kong Trade Development Council, and a number of Chamber members attended seminars including “Foreign Investment Law & Policies Assisting Enterprises Development in Guangdong” and “Industry Innovation & Cooperation in GBA – Biomedical and Health” in the afternoon. As the conference continued on 8 and 9 May, some Chamber members participated in a study mission to the X City AI exhibition hall at CloudWalk, where they received a briefing on the development of the AI industry in Nansha. They also met Zou Xin, Deputy Secretary General of Zhongshan Municipal government, and Lei Yuelong, Vice Mayor of Zhongshan Municipal Government, at the event.

中國委員會主席譚唐毓麗和副主席姚逸明聯同10位會員於5月7日出席由廣東省副秘書長林積主持的「2019粵港澳經濟技術貿易合作交流會」。與會者就大灣區倡議的進一步合作交換意見。總商會總裁袁莎妮出席由香港貿易發展局主辦的歡迎午餐，而多位總商會會員則出席下午舉行的「《外商投資法》暨廣東省支援企業發展政策宣講會」和「大灣區產業創新合作研討會：生物醫藥及智慧健康」等活動。交流會於5月8日和9日繼續進行，部分總商會會員參加了位於雲從科技的「X City人工智慧展廳」考察團，從中了解南沙人工智能產業的發展。會員還於活動期間會見了中山市政府副秘書長鄒鑫和中山市副市長雷岳龍。



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New Perceptions of China Going Global

中國企業走出去的新認知

Chinese companies enjoy a positive image around the world, but they need to make more effort to communicate and build trust

中國企業的國際形象正面，但仍需在溝通和信譽方面加倍努力

A decade ago, hardly anyone outside of China could name a Chinese company. Today, Chinese businesses like Baidu, Alibaba and Tencent are among the most valuable in the world. “China Inc” has been expanding operations and investment abroad at a quickening pace, impacting the lives of people in cities where they operate.

Yet, despite their expanding presence in the world, there are few scientific and in-depth studies of perceptions of Chinese companies around the world. How familiar are people with Chinese businesses? Do consumers in western countries welcome the presence of Chinese companies? What do neighbouring Asian countries think about the Chinese investment spree?

Brunswick’s “New Perceptions of China Going Global” provides answers to many of these questions. As part of the study, members of the general population of 18 countries where Chinese firms have significant investments and ambitions for growth were surveyed, capturing public perceptions of Chinese investment in

countries including Germany, the United Kingdom, the United States, India and South Africa.

In addition, the report interviewed 300 Chinese business leaders whose companies have either already expanded internationally or plan to do so soon. We asked them about topics such as their global ambitions, the U.S.-China relationship and Brexit.

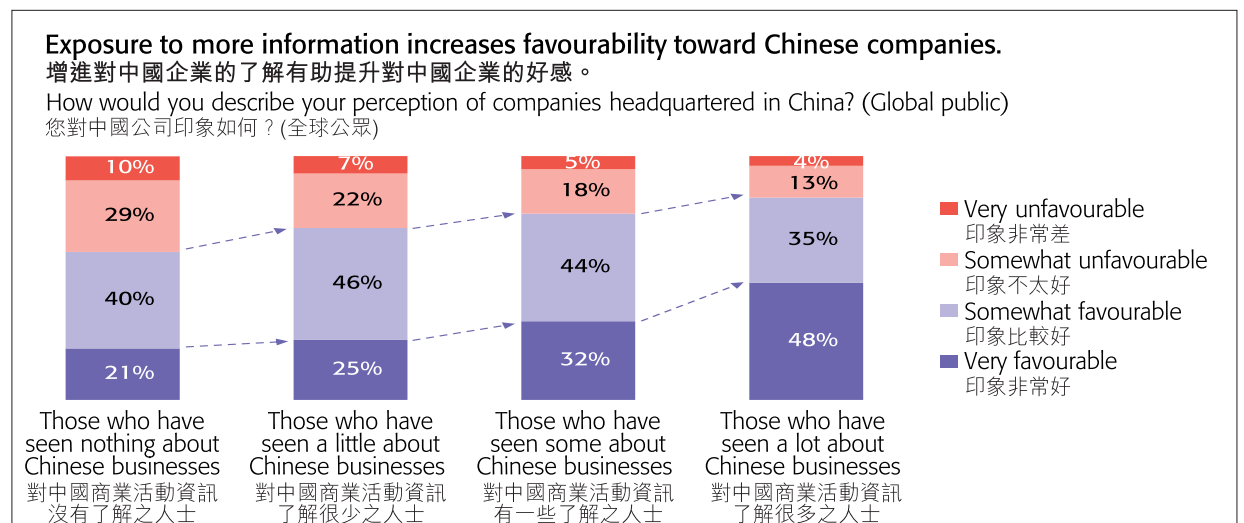
The results are both surprising and, at times, alarming.

The study shows Chinese firms have great opportunity for international investment because of the generally positive views of Chinese companies and the growing recognition of the innovative force they are becoming. However, Chinese companies also have to improve how they explain to the world who they are, how they operate, and their commercial goals in order to build greater trust and credibility.

Here are some interesting findings from the report:

“Brand China” is strong but poses risks

Chinese companies have a positive image globally, despite the high-profile trade disputes. Three-quarters





(74%) of members of the global public have a positive opinion of Chinese companies, and one-third (32%) say their opinion is “very positive.” Global audiences tend to see Chinese companies through the lens of how they see China, which risks opinions being formed about a company based on factors out of its control.

U.S. alone in trade concerns; U.K. expects Brexit to strengthen trade relationship:

Nearly three in four (71%) of the global public say their country has a fair trading relationship with China. The U.S. is the only outlier, with perceptions evenly split. Yet Chinese business leaders are optimistic that trade relations with the U.S. will improve – four in five (80%) expect relations to improve over the next 12 months. In the U.K., more than half (54%) of adults expect the U.K.-China trade relationship to strengthen as a result of Brexit, while 29% expect Brexit to not make an impact, and only 18% expect a weakening of their bilateral relationship.

Nuanced views along the Belt and Road, and in the West

While global views of Chinese businesses are positive, outbound companies must be sensitive to nuanced regional views that carry unique reputational challenges. “Brand China” is strongest along the Maritime Silk Road, while Western nations (U.S., Europe) are more sceptical, with perceptions in nations along the overland

routes of the Belt and Road falling in between these two poles. South Asian nations and the Middle East report “very favourable” views toward Chinese firms at a much higher rate than in the U.S. and European nations.

A global story, told by others

Many Chinese companies are well under way in building a global business. Two-thirds (67%) of the global public have heard “some” or “a lot” about Chinese companies in the past year. However, only 12% have seen information directly from Chinese companies. Instead, other voices are telling their story for them. Media reports, social media commentary, and word of mouth are the leading sources about Chinese companies globally.

Say what you do, and what you stand for

For a Chinese company to deepen support and trust, it needs to communicate its vision, values and core beliefs to external audiences. Greater access to information creates deeper trust. Respondents who have seen “none” or only “a little” about Chinese companies over the past year have substantially less support and trust compared to those who have received “a lot” of information – among whom four in five (83%) are favourable towards Chinese companies.

More engagement needed to solidify trust

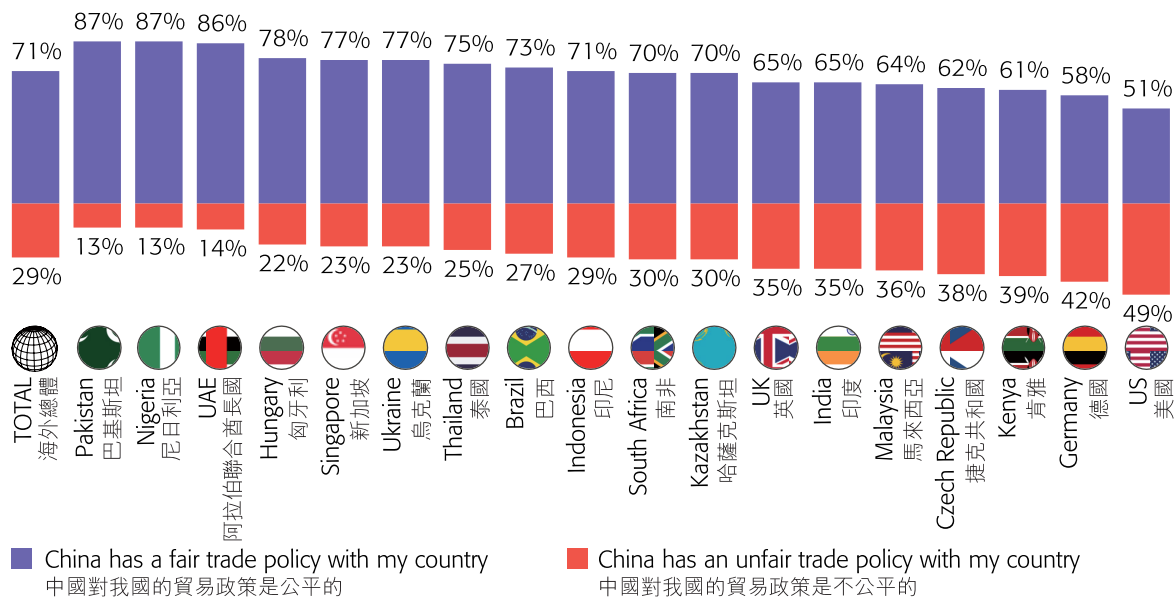
Earning and maintaining the trust of local communities is critical to successful global expansion. Around

Nearly every country sees their trading relationship with China as being fair; Perceptions in the US are split.

大多數國家認為與中國的貿易關係是公平的，而美國的國內意見存在分歧。

Does China have a fair trade policy or unfair trade policy with your country? (Global public)

中國對貴國的貿易政策是否公平？(全球公眾)



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two-thirds of both the global public (65%) and Chinese business leaders (63%) believe it is important for a Chinese company to be trusted where it operates locally. Trust seems to be forthcoming for the present, with 74% worldwide trusting these firms. But it is also fragile, with a perceived underperformance in environmental protection, employee treatment, transparency and ethical conduct.

Our research points to several concrete actions Chinese businesses can take to enhance their positions abroad. A failure to act on stakeholder engagement and communications can deepen distrust and create political and reputational risks that can damage a company's social license to operate.

Ensuring greater understanding of Chinese businesses among international audiences is key to creating more positive perceptions, and that cannot be done without more and better communication. Communication demonstrates transparency and plays a critical role in building trust for any company.

Chinese business is not just going global; it has already become global. In this new era of China's development – marked by disrupted growth models as much as by economic and geopolitical clout – our survey demonstrates a multiplicity of perspectives on and from Chinese companies bringing both challenges and opportunity. It is an era of fresh uncertainty, but one that carries with it great possibility. 🌸

十年前，中國境外幾乎沒有人說得出一家中國公司的名字。時至今日，百度、阿里巴巴、騰訊等已經成為全球最具價值的公司。中國企業迅速拓展業務及增加海外投資，為業務所在城市的民眾生活帶來不少影響。

中國企業雖然近年聲名大噪，但全球對中國企業的認知少有作出科學化及深入的研究。全球民眾有多熟悉中國公司？西方國家的消費者是否歡迎中國公司？亞洲鄰國對中國大舉投資又有何看法？

博然思維發表的「中國企業走出去的新認知」報告，為以上問題提供了答案。報告向18個中國企業已經或計劃大規模投資的國家進行調查，包括德國、英國、美國、印度和南非等，分析當地民眾對中國企業海外投資的認知度。

此外，報告還訪問了已經或快將開拓國際市場的300名中國企業高管，了解他們對全球拓展、中美關係及英國脫歐等議題的看法。

調查結果令人既驚喜又擔憂。

調查顯示，外界普遍對中國企業看法正面，日漸認同這些企業已成為一股創新力量，因此中國公司在全球有不少投資良機。然而，中國企業必須加倍努力，向外界闡述公司的背景、商業目標和運作，務求博取更多信任，成為備受信賴的企業。

以下是報告所得的一些有趣發現：

「中國品牌」足夠顯赫，但不乏風險

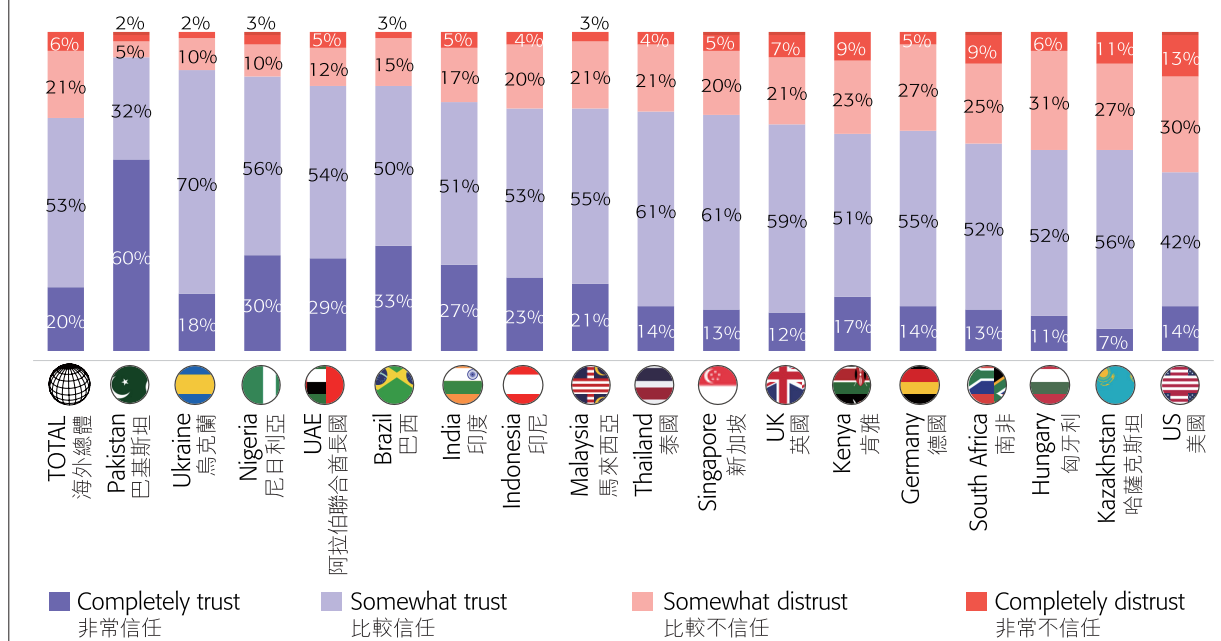
儘管中美貿易爭端不斷，但中國企業的國際形象維持正面。四分之三（74%）的海外受訪者對中國企業的觀感正面，其中有三分之一（32%）持「非常正面」的看法。海外

Chinese companies are trusted to do what is right, but this trust is fragile.

人們相信中國企業會做正確的事情，但這種信任並不穩固。

How much do you trust Chinese companies operating in your country to do what is right? (Global public)

您有多信任在貴國經營的中國公司在做正確的事情？(全球公眾)



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受眾在審視中國企業的過程中，往往受到他們對中國的看法所影響，惟這些因素並不在掌控之內。

只有美國受訪者受到貿易摩擦影響；英國受訪者認為脫歐可強化貿易關係

近四分之三（71%）的海外受訪者表示，他們的國家與中國保持公平的貿易關係。美國是唯一例外，受訪者對公平與否的意見各佔一半。然而，中國企業領袖相信與美國的貿易關係將得到改善——五分之四（80%）的海外受訪者認為雙邊關係將在未來12個月內有所改善。逾半（54%）的英國受訪者預期英國脫歐將促使英中貿易關係更加穩固，29%認為不會造成影響，只有18%認為雙邊貿易關係將因此削弱。

一帶一路沿線國家與西方國家的看法各異

雖然海外受眾對中國企業普遍持正面態度，但中國企業必須保持警覺，應對在不同地區面臨的聲譽挑戰。「中國品牌」在海上絲綢之路沿線國家的認同感最強，西方國家（歐美）則持懷疑態度，而絲綢之路經濟帶沿線國家則介乎兩者之間。南亞和中東國家的受訪者對中國企業的印象「非常好」，遠超歐美國家的受訪者。

由旁人代述的全球化故事

許多中國企業正拓展全球業務。全球受訪者中有三分之二（67%）在過去一年曾聽過「一些」或「大量」關於中國企業的資訊。然而，只有12%表示這些資訊直接來自中國企業。相反，很多資訊都是經他人轉述。媒體報導、社交媒體評論及口耳相傳都是海外受眾了解中國企業的主要資訊來源。

闡明自身業務及經營理念

中國企業要取得更大的支持和信任，就要向外闡明公司的願景、價值觀和核心理念。資訊愈多，信任也愈深。過去一年對中國企業「沒有了解」或只有「很少了解」的受訪者，比那些「了解甚多」的受訪者所給予的支持和信任要少得多。對中國企業「了解甚多」的受訪者中，有五分之四（83%）持友好態度。

加強溝通，提升信任

贏得並維持當地社區的信任，對成功的國際擴張至關重要。海外受訪者和中國企業領袖兩個群組均有三分之二（分別為65%和63%）認為，中國企業需要獲得業務所在地的信任。74%的海外受訪者對這些企業表示信任。從目前看，信任程度似乎很高，但其實並不扎實——受訪者認為中國企業在環境保護、員工待遇、透明度和商業道德方面表現欠佳。

我們的調查發現，中國企業可採取多項具體行動來提升海外地位。如果企業未能與持份者展開有效的互動溝通，則會導致猜疑，並帶來政治和聲譽風險，對企業的運營產生負面影響。

確保海外受眾更深入了解中國企業，是建立更正面形象的關鍵。要實現這一點，就必須加強溝通。溝通能夠顯示企業透明度，對建立信任方面發揮重要作用。

如今，中國企業不再是探索走出去的道路，而是已經成功走了出去。中國已經進入發展的新時代，在擁抱顛覆性增長模式的同時，經濟和地緣政治影響力也在增強。我們的調查顯示，中國企業面對外界的不同看法，既有挑戰，也有機會。這個時代縱然充滿不明朗因素，但同時不乏機遇。

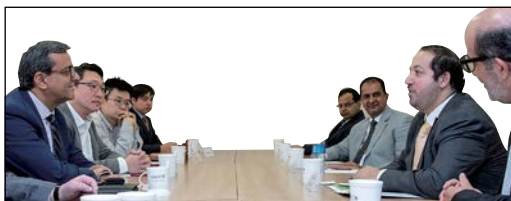
Americas Committee 美洲委員會



Members enjoyed great Canadian hospitality during a visit to Consul General of Canada Jeff Nankivell's residence on 7 May. The Consul General gave an overview of Canada's business environment and some of its key industries including fintech, green technologies and medical insurance. He also pointed out that many of the items of furniture and accessories in his home had been designed by Canadian artisans.

總商會會員於5月7日拜訪加拿大總領事官邸，獲盛情款待。總領事南傑瑞概述了加國的營商環境及主要產業，包括金融科技、綠色科技及醫療保險。總領事亦向眾人介紹其府第，指出當中不少家具及佈置皆是出自加拿大匠師的手筆。

Asia & Africa Committee 亞洲及非洲委員會



Saud Al Mazrouei, Director General of the Sharjah Airport International Free (SAIF) Zone Authority, visited the Chamber on 29 April. He and his delegation were greeted by Asia & Africa Committee Chairman Behzad Mirzaei, and Vice Chairmen Andrew Wells and Jonathan Lamport. Al Mazrouei explained that the city of Sharjah is the industrial backbone of the UAE and makes up almost half of the country's industrial output. He introduced SAIF Zone, which is the largest free trade area in Sharjah and is home to more than 8,000 businesses from 160 countries. The two sides also discussed the possibility of future cooperation between SAIF Zone and HKGCC.

沙迦國際機場自由區管理局局長Saud Al Mazrouei於4月29日率團到訪總商會，由亞洲及非洲委員會主席苗澤文、兩位副主席華賢仕和林偉全接待。Al Mazrouei解釋，沙迦市是阿聯酋的工業支柱，佔該國工業產出接近一半。他介紹沙迦國際機場自由區為該市最大的自由貿易區，吸引來自160個國家逾8,000家企業進駐。雙方還討論了該區與總商會的未來合作機會。

Mission to Hokkaido 北海道商務考察團

Yutaka Hashimoto, Deputy Director General of JETRO Hong Kong, visited the Chamber on 29 April where he was welcomed by Asia & Africa Committee Chairman Behzad Mirzaei and the Chamber's PR and Programmes Director Malcolm Ainsworth. They discussed the details of the upcoming Hokkaido Mission, to be held on 3-7 June. The secretariat suggested a number of improvements to the itinerary to better fit the interests of the delegation.

Then on 16 May, Yutaka Hashimoto, Deputy Director General of JETRO Hong Kong, met with Ainsworth to finalize the details of the mission. Hashimoto said that Hokkaido's newly elected Governor Naomichi Suzuki will host an exclusive welcoming reception for members on the first evening, and invited all delegates to attend and meet the Hokkaido officials. The Chamber is sending a 25-strong delegation – comprising leaders from industries such as hospitality and tourism, food and beverage, trading, property and consumer retail – to the Japanese island to learn more about the investment opportunities.

日本貿易振興機構（香港）次長橋本豐於4月29日到訪總商會，由亞洲及非洲委員會主席苗澤文及總商會公共關係及項目總監麥爾康接待，雙方商討6月3日至7日舉行的北海道商務考察團的細節。秘書處就行程安排提出若干建議，令考察之旅更加充實。

日本貿易振興機構（香港）次長橋本豐於5月16日與麥爾康再度會面，敲定考察團的具體安排。他表示，北海道新知事鈴木直道將於行程首天為代表團設歡迎晚宴，並邀請團員一行與北海道官員會面。總商會的25人代表團由酒店和旅遊、餐飲、貿易、房地產和零售等行業的領袖組成，他們將赴日本了解當地的投資機遇。

Committee Chairmen 委員會主席

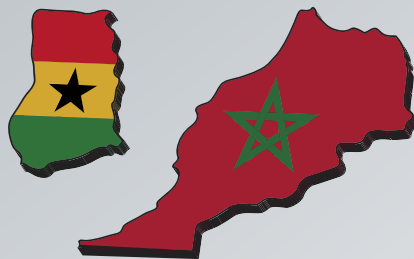
Teng Chang Khim, Selangor State Executive Councillor of Malaysia, visited the Chamber on 9 May where he and his delegation were welcomed by Asia & Africa Committee Chairman Behzad Mirzaei. Teng introduced some of Selangor's attractions as an investment destination. It is the richest state in Malaysia, contributing 23% of the country's GDP. Teng noted that while some companies have been moving their operations to Vietnam for labour-intensive production, Malaysia was more suited for high-tech and high value-added manufacturing, as the country has a highly skilled and multilingual workforce with 40,000 graduates per year. International corporations moving into the country include Ikea, which is building its third largest warehouse in Selangor to serve the Asia Pacific market, along with other big players including Volvo, Toyota and Sony.



馬來西亞雪蘭莪州行政議員鄧章欽拿督於5月9日率團到訪總商會，由亞洲及非洲委員會主席苗澤文接待。鄧拿督介紹雪蘭莪州作為投資目的地的吸引之處。該州是馬來西亞最富裕的州份，佔全國生產總值達23%。他指出，有公司已把業務遷往越南，以從事勞動密集型生產；而馬來西亞每年有四萬名畢業生，擁有高技能、精通多種語言的勞動力，令當地更適合從事高科技和高增值的生產活動。宜家家居是進駐馬國的跨國企業之一，該公司正於雪蘭莪建立其第三大倉庫，服務亞太市場。其他大型企業還包括沃爾沃汽車、豐田汽車和索尼公司。

Mission to Ghana and Morocco 加納及摩洛哥商務考察團

Asia & Africa Committee Chairman Behzad Mirzaei met with Vice Chairman Andrew Wells and the Chamber's PR and Programs Director Malcolm Ainsworth on 16 May to discuss the Ghana section of the Chamber's upcoming mission on 3-12 December. Ainsworth



reported that the mission had gained the support of the Ghana National Chamber of Commerce and Industry, based in Accra.

On the same day, Mirzaei and Ainsworth also met with Jamal Chafra, a member of the Organizing Committee for the mission, to finalize the itinerary of the Morocco section, which has received the support of the Moroccan Agency of Development, Investment and Exports.

The mission's Organizing Committee held its third meeting on 2 May, to further refine the Ghana itinerary and to set out important dates and targets. They also discussed the possibility of organizing a roundtable on Ghana and Morocco in late 2019.

亞洲及非洲委員會主席苗澤文、副主席華賢仕和總商會公共關係及項目總監麥爾康於5月16日會面，討論總商會將於12月3日至12日舉行的考察團，計劃加納的行程安排。麥爾康表示，考察團已取得阿克拉的加納國家工商會支持。

同日，苗澤文和麥爾康與考察團籌委會成員Jamal Chafra會面，敲定摩洛哥的考察行程。摩洛哥之行亦得到摩洛哥發展、投資和出口局的支持。

考察團籌委會於5月2日舉行第三次會議，進一步完善加納的行程，並定下重要的日子和目標。他們還討論於2019年底舉行有關加納及摩洛哥之行的午餐會。



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



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



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



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



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



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



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



Europe Committee
歐洲委員會
Ms Jennifer Chan
陳佩君女士



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



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

Asia & Africa Committee 亞洲及非洲委員會

Bangladesh is well known as a textile colossus, but opportunities are now emerging in other areas ranging from pharma to infrastructure. At a Chamber roundtable luncheon on 6 May, Consul General of Bangladesh Mehdi Hasan gave an overview of the country, which has seen rapid economic growth in recent years. Dewan Saiful Alam Masud, CEO of DSA International Company and General Secretary of the Bangladesh Metropolitan Chamber of Commerce Hong Kong, shared his experiences of doing business in Bangladesh over the past 20 years.

孟加拉以紡織業馳名，但其他領域如製藥和基建業亦機遇處處。在總商會5月6日的午餐會上，孟加拉總領事Mehdi Hasan概述該國的最新動態，並討論當地經濟近年迅速增長。DSA International Company總裁及孟加拉商會秘書長Dewan Saiful Alam Masud分享過去20年在孟加拉營商的經驗。



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



Following a well-received visit to SenseTime on 9 April, the Chamber organized another visit to the company's offices in Hong Kong Science Park on 25 April. Hailong Shang, Managing Director of SenseTime Hong Kong, provided an overview of his company's deep learning platform and the latest cutting-edge technologies under development.

鑒於會員對4月9日的商湯科技考察活動反應熱烈，總商會遂於4月25日再次率團到訪該公司位於香港科學園的辦公室。商湯科技香港公司總經理尚海龍概述公司的深度學習平台和開發中的最新先進技術。



Donald Mak, Assistant Government Chief Information Officer (IT Infrastructure), attended a committee meeting on 26 April. He briefed members on the Government's initiative to implement an open data policy under its Smart City Blueprint for Hong Kong.

助理政府資訊科技總監（資訊科技基礎設施）麥之駒於4月26日出席委員會會議，簡介政府在《香港智慧城市藍圖》下實施開放數據政策的倡議。

FinTech Working Group 金融科技工作小組



Peter Tam, Chief Executive of the Hong Kong Federation of Insurers, and Duncan Wong, CEO and Co-founder of CryptoBLK, attended a FinTech Working Group Meeting on 6 May to explain their "Motor Insurance DLT-based Authentication System," a blockchain-based platform that has been adopted on an industry-wide basis. They also discussed a number of other InsurTech measures that were being considered by the industry.

香港保險業聯會行政總監譚仲豪及區塊鏈科技行政總裁兼聯合創辦人王世松於5月6日出席金融科技工作小組會議，講解他們合作推出的區塊鏈汽車保險認證系統「車保e-Check」，並討論業界正考慮引入的多項保險科技措施。

Committee Chairmen 委員會主席

Europe Committee 歐洲委員會

A business delegation from the Lower State of Austria visited the Chamber on 26 April and was received by Europe Committee Chairman Jennifer Chan and members. Charles Ng, Associate Director-General of InvestHK, also attended the meeting and introduced Hong Kong's business environment to the more than 30 delegates who represented a wide range of industries. The visitors then enjoyed a networking session with Chamber members to explore potential business opportunities between the two regions.



來自下奧地利州的商務代表團於4月26日到訪總商會，由歐洲委員會主席陳佩君及委員接待。投資推廣署助理署長吳國才亦有赴會，並向隨團30多名來自各行各業的代表介紹香港的營商環境。其後，代表團與總商會會員互相交流，發掘兩地的潛在商機。

Europe Committee Chairman Jennifer Chan joined Consul General of Italy Clemente Contestabile at a celebration for the new Costa Venezia cruise ship on 24 April. They were welcomed by Mario Zanetti, President of Costa Group Asia, and enjoyed lunch in the ship's gondola-themed restaurant.

歐洲委員會主席陳佩君與意大利駐香港總領事Clemente Contestabile於4月24日一同參與全新的歌詩達郵輪威尼斯號的啟航慶祝活動。二人由歌詩達郵輪集團亞洲區總裁馬睿哲接待，並於船上的貢多拉主題餐廳享用午餐。

Industry & Technology Committee 工業及科技委員會



Around 100 participants attended a Chamber seminar on 8 May to hear an expert panel of speakers offer practical examples and advice to businesses on implementing a culture of innovation and digital adoption. The speakers were Andrew Young of Sino Land, Daniel Fung of the Hong Kong and China Gas Company and Jack Lau of Swanland.AI. The event was organized as part of the "2019 Hong Kong Awards for Industries: Innovation and Creativity." During the seminar, the Chamber Secretariat also provided information on the selection criteria for the Innovation and Creativity Awards, which are organized by HKGCC.

約100名參加者出席總商會5月8日的研討會，細聽多位專家分享企業實施創新文化和數碼應用的實例和建議。講者包括信和置業的楊孟璋、香港中華煤氣有限公司的馮文傑及Swanland.AI的廖家俊。該活動為「2019香港工商業獎：創意」的推廣活動之一，而該組別獎項由香港總商會主辦。席間，總商會秘書處還講解了「創意」組別的評審準則。

At a committee meeting on 17 April, Charmaine Lee, Deputy Head of the Policy Innovation and Co-ordination Office, briefed members on her office's responsibilities and work.

在4月17日的委員會會議上，政策創新與統籌辦事處副總監李佩詩向委員概述該處的職責和工作。



Legal Committee
法律委員會
Ms Fiona Loughrey
羅嘉莉女士



Manpower Committee
人力委員會
Ms Connie Lam
林翠華女士



Membership Committee
會員關係委員會
Mr Peter Wong
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Real Estate & Infrastructure Committee
地產及基建委員會
Mr Douglas Woo
吳宗權先生



Retail & Tourism Committee
零售及旅遊委員會
Ms Sylvia Chung
鍾慧敏女士



Shipping & Transport Committee
船務及運輸委員會
Mr John Anthony Miller
苗學禮先生



Small & Medium Enterprises Committee
中小型企業委員會
Mr Roy Ng
伍俊達先生



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



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



Women Executives Club
卓妍社
Ms Jennifer Chan
陳佩君女士



Young Executives Club
卓青社
Mr Eric Fok
霍啟山先生

Practical Tips Series: Cybercrime 實用技巧系列：網絡罪案

根據警方數據，香港科技罪案造成的財務損失從2017年至2018年間倍增至27.7億港元。企業最常面對的罪案之一是電郵欺詐。是次實用技巧午餐會邀來網絡安全及科技罪案調查科協作隊高級督察李立民，為會員講解企業自保措施，免墮網絡罪案陷阱。會上，香港金融管理局貨幣管理部零售支付系統監管高級經理黃秀儀解釋本港儲值支付工具的監管制度，助參加者加深認識經營儲值支付工具的各項考量，以應對消費者對智能交易及電子支付與日俱增的需求。



Financial losses due to technology crime in Hong Kong doubled to HK\$2.77 billion from 2017 to 2018, according to police data. One of the most common crimes affecting businesses is email fraud. At a Practical Tips roundtable, Ken Lee, Senior Inspector of Police, Collaboration Team, Cyber Security and Technology Crime Bureau, spoke about the measures that businesses can take to protect themselves against

cybercrime. Also at the event, Flora Wong, Senior Manager, Retail Payment Oversight Division, Monetary Management Department, Hong Kong Monetary Authority, explained Hong Kong's stored value facility (SVF) regulatory regime. Her insights helped participants to better understand the considerations in accepting SVF payments, as customers increasingly expect to be able to shop and pay using smart devices.

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

Mark Michelson, Chairman of the HKCSI Executive Committee, spoke at the APSC-ABAC Public-Private Dialogue on Services in Jakarta, Indonesia on 23-24 April. Global business leaders attending the event discussed the practices of enhancing trade in services in the digital age. Dr Michelson shared his insights on how investment in services can generate a multiplier effect and spur further economic development. Inbound investment can stimulate more competition within the domestic market and help create a bigger market. He also introduced the policy framework that facilitates investment in services.

香港服務業聯盟執行委員會主席麥高誠為4月23日至24日假印尼雅加達舉行的「APSC-ABAC Public-Private Dialogue on Services」活動發表演講。與會的環球商業領袖討論在數碼時代促進服務貿易的做法。麥博士剖析服務投資如何產生增值效應，並帶動進一步經濟發展。境內投資可刺激國內市場的競爭，有助創造更大的市場。他亦介紹了促進服務投資的政策框架。

Legal Committee 法律委員會



Duncan Gillespie, a U.K.-based independent legal consultant, discussed the European Union's General Data Protection Regulation (GDPR) at a well-attended seminar on 9 May. In his presentation, he highlighted some of the ways in which companies could find themselves in breach of the GDPR, and what they should do to ensure compliance.

英國獨立法律顧問Duncan Gillespie於5月9日的研討會上，討論歐盟的《通用數據保障條例》，全場座無虛席。期間，他強調企業的某些做法或會違反條例，並講解確保遵法守規的措施。

James Ding, Commissioner of the Inclusive Dispute Avoidance and Resolution Office (IDARO), briefed members on his office's mission and responsibilities at a committee meeting on 3 May. The IDARO was set up by the Department of Justice earlier this year with the aim of promoting Hong Kong as a leading centre for international legal and dispute resolution services. The office also aims to advance the rule of law, promote inclusive development by facilitating access to civil justice, and also promote Hong Kong as a hub for deal making.



普惠避免及解決爭議辦公室（辦公室）主任
丁國榮在5月3日的委員會會議上，向委員
介紹辦公室的使命和職責。該
辦公室由律政司於今年年初成
立，目的是推廣香港作為主要的

國際法律和爭議解決服務中心。辦公室還旨在利便循民事程序尋求司法公正，以推進法治及普惠包容的發展，並推廣香港作為交易促成樞紐。

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

議事論壇系列：投資推廣署署長傅仲森

Stephen Phillips, Director-General of Investment Promotion, Invest Hong Kong, spoke at the Chamber's Town Hall Forum on 20 May about InvestHK's initiatives to increase the city's attraction for overseas and Mainland companies. He also talked about the growing trend of start-up communities in Hong Kong.

投資推廣署署長傅仲森出席總商會5月20日的「議事論壇」，講解該署提升香港對海外及內地企業吸引力的方案，並討論本港初創企業社群的發展趨勢。



Manpower Committee 人力委員會

The Chamber submitted its views on the proposed amendments to raising penalties of Occupational Safety and Health (OSH) Legislation to the Labour Department on 16 April. The Chamber agrees with the Government's objective to lower the rate of industrial accidents but queries whether the proposed penalty increase can achieve this objective. The Chamber recommended the Government should take a more holistic approach and focus on other ways of reducing industrial accidents.

總商會於4月16日就提高職業安全及健康法例罰則的建議修訂向勞工處提呈意見。總商會認同政府減低工業意外率的目標，但質疑增加罰則的建議能否實現這一目標。總商會建議政府採取更全面的做法，並集中利用其他方法減少工業意外。

Retail & Tourism Committee

零售及旅遊委員會

The Chamber responded to the Government's Consultation on Statutory Cooling-Off Period for Beauty and Fitness Services Consumer Contracts on 16 April. In its submission, HKGCC questioned the need for an additional piece of legislation to address aggressive trade practices, as well as the lack of a rigorous review to assess the impact of making such a legislative change.

總商會於4月16日回應政府就美容和健身服務消費合約設立法定冷靜期進行的諮詢。對於政府建議新增一項法例來打擊具威嚇性營商手法，以及當局未有作出嚴格的審查來評估修例的影響，總商會在建議書中表示有所保留。

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



A roundtable entitled "PropTech – The Benefits and Risks of the Latest Real Estate Revolution" took place on 23 April. Felix Kan, Director, Risk Assurance, Cybersecurity and Privacy of PwC Hong Kong, discussed the latest developments in property technology with members.

總商會於4月23日舉行「房地產科技的效益和風險」午餐會，邀來羅兵咸永道風險及控制服務總監簡培欽介紹房地產科技的最新發展。



At a lunchtime seminar on 10 May, Rosanna Tang, Colliers Head of Research, discussed the prospects and opportunities arising from the Government's plans to revitalise East Kowloon by re-designating the area as a new Central Business District.

在5月10日的午餐會上，高力國際研究部主管Rosanna Tang剖析政府把東九龍區重新規劃並活化為新核心商業區的前景和商機。

Jennifer Lai, Workplace Transformation Consultant with Arcadis Hong Kong, hosted a visit by Chamber members to the company's Kwun Tong headquarters on 16 April. Participants enjoyed a tour of the facilities, as well as a presentation on creating a people-friendly workplace as a means to attract and retain talent, and enhance performance and productivity.

Shipping & Transport Committee

船務及運輸委員會

Simon Lau, Chief Engineer for Strategic Studies at the Transport Department, and a number of his colleagues met with members on 2 May to provide an update on the preliminary design and concepts of the Government's proposed Electronic Road Pricing Pilot Scheme, and to exchange views with members about the proposal.

運輸署策略研究部總工程師劉漢偉及其同事於5月2日與會員會面，講解政府擬議的「電子道路收費先導計劃」的初步設計和概念，並與會員交換意見。

總商會會員於4月16日參觀凱諦思香港位於觀塘的總部，由該公司職場轉型顧問 Jennifer Lai 接待。參加者參觀設施之餘，還了解如何創造友善的職場，以吸引和留住人才，並提升績效和生產力。



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Small & Medium Enterprises Committee

中小型企業委員會

SME Committee Chairman Roy Ng attended the Volunteer Movement gathering on behalf of the Chamber on 7 May. In order to promote sustainable and innovative volunteer projects to address community needs, and to inspire more corporations to use their expertise in corporate volunteering, the Social Welfare Department launched the Best Corporate Volunteer Service Project Competition in 2003.

中小型企業委員會主席伍俊達於5月7日代表總商會出席「義工運動」聚會。為推動可持續和創新的義工項目，以滿足社會需要，並激勵更多企業利用其專業知識推動企業義工服務，社會福利署於2003年推出「最佳企業義工計劃比賽」。

Taxation Committee 稅務委員會

Sarah Chan and Ellen Tong of Deloitte China spoke on the latest tax developments in the Greater Bay Area and discussed key elements of the Mainland's new Individual Income Tax Law at a roundtable on 17 April. The speakers also shed light on some of the key tax policies and incentives for corporates that have been introduced by the Central Government, such as withholding income tax for overseas investors, R&D-related tax incentives, and a reduction in the value-added tax rate.

在4月17日的午餐會上，德勤中國代表陳嘉華和湯愛倫介紹大灣區的最新稅務發展，並討論內地個人所得稅法的重要元素。講者亦剖析中央政府引入的主要企業稅務政策和優惠，包括暫不向境外投資者徵收預提所得稅、高新科技研發稅務優惠及下調增值稅稅率。



In conjunction with PwC, the Taxation Committee organized a series of workshops on "Managing Tax Controversy" in May. These four workshops aimed to equip members with a better understanding of the tax authorities' approach in Hong Kong and Mainland China to carrying out field audits and investigations in view of the global implementation of a Common Reporting Standard. Participants were also given practical advice on strategies to mitigate tax risks for cross-border transactions and arrangements.

稅務委員會與羅兵咸永道於5月合辦一系列以「稅務爭議管理」為主題的工作坊。隨著全球實施「共同匯報標準」，這四個工作坊旨在協助會員深入了解稅務機關在香港和中國內地進行稅務審核和調查的做法，並就如何減低跨境交易和安排的稅務風險提供實用建議。

Women Executives Club 卓妍社



The Chamber's WEC and YEC co-organized a networking visit to the Eric Hotung Studio at the Hong Kong Arts Centre on 16 April. During the visit, Professor Kurt Chan, Acting Director of Hong Kong Art School, shared his insights on how artistic thinking can be used in the business environment. WEC Vice Chairman Carol Wing and members also enjoyed a tour of the Collectors' Contemporary Collaboration Exhibition.

總商會卓妍社和卓青社4月16日於香港藝術中心何鴻章排練室合辦考察聯誼活動。期間，香港藝術學院署理院長陳育強教授討論藝術思維如何應用在商業環境。卓妍社副主席榮明珠和會員還參觀了「收藏家當代藝術藏品展」。



Young Executives Club 卓青社



Elsa Wong, Vice Chairman of the Young Executives Club, represented the Chamber at the Guangdong-Hong Kong-Macao Greater Bay Area Cooperation and Development Seminar, organized by the Youth Committee of the All-China Federation of Returned Overseas Chinese on 27 April.

卓青社副主席黃玉娟於4月27日代表總商會出席由中國僑聯青年委員會舉辦的「僑青圓桌——粵港澳灣區協同發展的機遇與挑戰」論壇。



Nine YEC members participated in the HKTA's 27th Dr Henry Fok Corporate Patron League at the Victoria Park Tennis Stadium on 26-28 April. The team battled through eight rounds of matches to reach the semi-finals. Well done to all players!

卓青社派出九人隊伍參加4月26日至28日假維多利亞公園網球場舉行的「香港網球總會第27屆霍英東盃網球團體邀請賽」。經過八輪激鬥，卓青社網球隊晉級準決賽，表現可嘉！

Noel Lo, Director of HNR Universal, spoke at a YEC Network & Learn event on 16 May to introduce some practical ways of winning new business through networking. Attendees learnt practical tips on constructing referral marketing programmes and establishing a sustainable relationship with potential clients that could eventually drive business transactions.

君譽環球有限公司董事羅志平在卓青社5月16日的「Network & Learn」活動上，介紹透過社交聯誼開拓新業務的實用方法。參加者學懂如何制訂推薦營銷計劃和與潛在客戶建立可持續關係，從而帶動業務交易。



卓青社會員於5月5日出席由裕華國產百貨有限公司舉辦的第二屆「裕華康樂棋檯台爭霸戰」。康樂棋是一種類似桌球的遊戲，但所需用具則變成了棋子和小木球桌。雖然卓青社隊伍最終未有獲獎，但卻表現出良好的團隊精神，志在參與。



YEC members participated in the second Yue Hwa Novuss Competition organized by Yue Hwa Chinese Products Emporium Limited on 5 May. Novuss is a game similar to snooker but played on a small wooden table with discs. Although the YEC team did not win any prizes this time, they did demonstrate a great team spirit and enjoyed participating in the competition.

Talent Development 人才發展

A panel of experts spoke at a Chamber seminar on 24 April on the evolution of the open banking environment and its challenges and opportunities. Overall, Asian consumers are more digitally savvy than their Western counterparts, who are more reluctant to share their data. The speakers also discussed the key elements for banks when establishing an open banking service, including cyber security as well as customer trust. The speakers were Brit Blakeney Anghelakis, Executive Director, Innovation and Ecosystems Head HK, DBS Bank; Ken Lo, Founding Member of ZA International; Syed Musheer Ahmed, General Manager of the FinTech Association of Hong Kong; and Stefano Fois, Manager, CIO Advisory of Sia Partners Hong Kong.

多位專家在總商會4月24日的研討會上探討開放式銀行業環境的演變及其挑戰與機遇。整體而言，亞洲消費者比西方的更精通數碼科技，西方消費者較不願分享數據。講者還討論銀行建立開放式銀行服務時的要素，包括網絡安全和客戶信任。講者包括星展銀行創新及科技生態系統主管柏嘉鳳、眾安國際籌備組成員盧廷匡、香港金融科技協會總經理Syed Musheer Ahmed，以及Sia Partners香港資訊總監顧問經理Stefano Fois。



註冊企業心理學家及3Circles VR Learning Solutions創辦人黃仲遠於總商會5月9日的研討會上講解虛擬實境技術在培訓方面的應用。黃仲遠向參加者表示，科技發展一日千里，令人類平均注意力在過去10年從12秒下降至8秒，這甚至比金魚的注意力還要低。在培訓中融入具遊戲元素的虛擬實境技術，可加強學習者的動機和刺激感，並有助延長注意力，進而鞏固他們的學習記憶，發揮培訓的最大成效。

Mills Wong, Registered Industrial-Organizational Psychologist and Founder of 3Circles VR Learning Solutions, spoke at a Chamber seminar on 9 May on using VR technology in training. Wong told participants that the average human attention span has dropped from 12 seconds to eight seconds over the past 10 years as a result of the rapid evolution of technology. He added that this is even lower

than a goldfish. Implementing VR technology with gamification elements in training can enhance learners' motivation and excitement, and help keep their attention for longer. Ultimately, this will increase their learning retention and maximize the results of the training efforts.



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Exploring the ‘Start-up Nation’

探索「初創之國」

On a study tour to Israel, members learn how the country’s innovative culture and environment has fuelled a wave of successful technology firms

總商會會員赴以色列考察，了解該國的創新文化和環境如何推動科技公司成功

For a small nation, Israel punches far above its weight when it comes to innovation, start-ups and cutting-edge technology. The Chamber’s Young Executives Club teamed up with HKU SPACE Executive Academy to organize an Executive Study Tour to Israel, to explore what Hong Kong businesses can learn from the country’s success.

The six-day visit, from 1-6 April, included lectures and company visits, with a little bit of time for sightseeing in this most historic of regions.

Executive learning

Delegates attended four tailor-made lectures at the Hebrew University of Jerusalem to learn how a culture of innovation and creativity has contributed to the country’s emergence as a “start-up nation.”

Nathan Zeldes is a globally renowned consultant on workplace efficiency, and is also a guest lecturer for the executive programme at the university. He focuses on how businesses can deal with the “information overload” of technological

change and ensure their employees are happier as well as more productive.

His lecture covered the business applications of new technology, and he discussed how developments including AI, big data and the Internet of Things are now moving from the realm of science fiction into daily life. To demonstrate this, Zeldes introduced some Israeli corporations and their research in niche technology areas. For example, Afimilk, a company that develops solutions for managing dairy herds, has created tags that can monitor aspects including a cow’s health, heat season and calving. In another example, Allerguard is developing a handheld sensor using AI to identify allergens in food.

However, Zeldes also shared his concern about possible downsides to advanced technology. “These rapidly growing technologies may also put the future of humanity at risk,” he said, quoting Stephen Hawking.

Zeldes also noted that some experts believe the intelligence of a computer will exceed that of a human by 2045. However, the question remains whether such advanced machines will be able to solve the problems of mankind and enhance the human condition (known as “transhumanism”), or end up being a destructive force.



“It was an inspiring lecture that helped me to understand more about how the latest technologies are changing the world,” said Charles Lo, Consultant of Grant Thornton and one of the participants on the tour. “For example, chatbots are already in operation at some hotel chains to serve guests.”

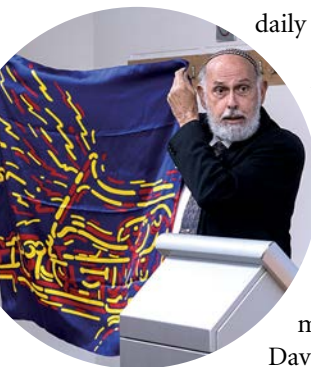
Professor Yisrael Aumann is a Nobel laureate in Economics for his work on game theory and its uses in conflict and collaboration. His lecture, “Game Theory: Game Engineering,” looked at game theory in decision-making from a theoretical point of view and with some real-life cases.

Aumann explained that incentives are key in game engineering, as people need to have a reason to do a certain action. Ideally, that action will be beneficial for all parties





involved. He shared an example of delivering a win-win negotiation between two opposing parties, with strategies that participants could use in the workplace and in daily life.



In another lecture, members learned about the key role that Judaism has played in the country's innovative mindset. Dr Rabbi David Mescheloff reviewed the connection between Jewish culture and creative thinking that has fuelled the spirit of entrepreneurship in the country. He also explained that in Israel, vigorous and respectful debate with the aim of reaching the truth is encouraged.

Anthony Chiang, Sole Proprietor of Anthony S L Chiang & Co, said that he had been inspired by Mescheloff's talk. "We learned that Jewish people are passionate in their disagreements," Chiang said. "It is a way for them to always pursue the truth."

Teresa Ng, Head of Marketing at HKT, added that the lecture had

helped her to understand how the approaches to parenting and education in different cultures have an impact on children's creative development.

The Israel Defence Forces (IDF) play a key role in the culture of the nation, with virtually all citizens over the age of 18 doing national military service for at least two years. It is also a fertile breeding ground for the development of innovation.

In his lecture, the IDF's Captain Yaakov Selavan explained the link between the army and innovative thinking, as well as how to translate battlefield experience into business culture. He discussed the security and moral challenges facing the army, and how the special conditions of serving in the forces demands out-of-the-box thinking and real innovation solutions.

Captain Selavan is also the founder of Slingshot Company, which runs programmes that give participants the chance to experience life as an army commander.

Delegates also enjoyed a tour of the university where they learned about notable alumni including several Fields and Nobel prizewinners, and Albert Einstein, who was

a member of the university's first Board of Governors.

From start-up to success

On the second part of the study tour, the delegates visited a number of Israeli companies and organizations, including AtoBe, an accelerator at the Azrieli College of Engineering.

Michael Mizrahi, Head of the Research, Innovation and Entrepreneurship Authority and Director of AtoBe, introduced the accelerator programme for start-ups. He explained how AtoBe provides guidance, knowledge and support to help entrepreneurs turn their ideas into a thriving business model.

On a visit to OrCam Technologies, members learned about the company's wearable devices to help the blind and visually impaired. Leon Paull, International Sales and Business Development Manager, demonstrated the OrCam, which uses AI to read and recognize the objects in front of it.

"This device is definitely good news for the elderly and people with visual disabilities," said participant Ian Robinson, Member of the Hong Kong Housing Society.



The delegation also visited Surecomp, which provides global trade solutions for financial institutions that have been adopted by some major banks in Hong Kong, and the autonomous driving technology company Mobileye.

The Centre for Israeli Innovation arranged a tour for participants to introduce start-ups in sectors ranging from agriculture to transportation. They also invited Uriel Ekstein from The Floor to share the fintech company's history and its strategies for growth in Asia, and in Hong Kong in particular.

"It was fruitful learning about the various types of technology that these start-ups are developing," said Dorcas Lau, CEO of Vitasoy International. "Some of them could be brought to Hong Kong to promote social betterment and help improve the quality of life."

Beyond business

During the mission, delegates also had the opportunity to visit a

number of historical sites including the Western Wall, Mount of Olives and the Church of the Holy Sepulchre. They also took a short trip to the UNESCO World Heritage Site Masada, and the Dead Sea.

Angela Lee, Chairman of Laboratory JaneClare Limited and Vice Chairman of the Chamber's SME Committee, said that the study tour had been a success. "It was very

inspiring to discover the wide range of innovative technologies being developed in Israel, and in particular to understand how its culture plays such an important role in the success of this start-up nation," she said.

The Chamber would like to thank SEA and the Consulate General of Israel in Hong Kong and Macao for their support in organizing this study tour. 🌸

對於一個小國來說，以色列在創新、初創企業和尖端科技方面均表現超卓。總商會卓青社與香港大學專業進修學院企業研究院合辦以色列創科考察之旅，探索該國的成功之道，讓香港企業借鏡學習。

為期六天的訪問於4月1日至6日進行，行程包括講座和企業參觀，還有機會在這片具歷史意義的土地觀光遊歷。

行政課程

考察團在耶路撒冷希伯來大學參加了四場特設的課堂，了解創新創意文化如何促使以色列崛起成為「初創之國」。

Nathan Zeldes是全球知名的工作效率顧問，也是該



大學高管課程的客席講師。他集中講解企業如何處理科技變革帶來的「資訊超載」問題，並提升員工的滿意度和生產力。

他的講課涵蓋了新科技的商業應用，又討論人工智能、大數據和物聯網等科技如何從科幻小說的情節走進日常生活。就此，Zeldes介紹了一些以色列公司及其在專門技術領域的研究，以作說明。例如，乳牛管理方案開發公司 Afimilk 研發出可監測牛隻健康、發情期和分娩等方面的標籤。另一例子是 Allerguard 正在開發以人工智能識別食物中過敏源的手提式檢測器。

然而，Zeldes 亦對先進科技的潛在弊端表示擔憂。他說：「這些迅速發展的技術或會危及人類的未來。」



Zeldes 還指出，一些專家認為，到 2045 年，電腦的智能將超越人類。然而，問題依然在於先進機器能否解決人類的困難，改善人類狀況（又稱「超人類主義」），抑或最終將成為一股破壞力。

考察團成員之一 Grant Thornton 顧問 Charles Lo 表示：「講堂極富啟發性，幫助我更深入了解嶄新科技如何改變世界。例如，一些連鎖酒店已採用聊天機械人為客人服務。」

Yisrael Aumann 教授是諾貝爾經濟學獎得主，他精研博弈論和該理論在衝突與合作上的應用。Aumann 教授的課堂主題為「博弈論：遊戲工程」，從理論角度輔以現實案例，剖析博弈論在決策上的應用。

Aumann 教授解釋，誘因是遊戲工程的關鍵，因為人們要有理由才會採取行動。理想的情況是，該行動將可令所有相關單位有所裨益。他分享了對立兩方進行雙贏談判的例子，以及無論在工作場所抑或日常生活都可用上的策略。

在另一節講堂中，團員了解到猶太教對該國創新思維所發揮的關鍵作用。Rabbi David Mescheloff 博士闡述猶太文化與創意思維的聯繫，激發了該國的創業精神。他還解釋，以色列十分鼓勵積極和互相尊重的辯論，以尋求真理。

Anthony S L Chiang & Co 獨資經營者 Anthony Chiang 表示受到 Mescheloff 博士的演講所啟發。他說：「我們了解到猶太人喜歡坦誠地討論彼此的分歧，從而追求真理。」

香港電訊營銷主管 Teresa Ng 補充，講課讓她認識到不同文化的親職和教育方式如何影響兒童的創意發展。

以色列國防軍對該國文化起著關鍵作用——幾乎所有 18 歲以上的國民都要服兵役至少兩年，亦是孕育創新發展的搖籃。

課堂上，以色列國防軍上尉 Yaakov Selavan 解釋軍隊與創新思維之間的聯繫，以及如何把戰地經驗轉化為商業文化。他討論軍隊面臨的安全和道德挑戰，以及在軍中遇到特殊情況時，往往需以破格思維和創新方案解決難題。

Selavan 上尉亦為 Slingshot Company 的創辦人。該公司籌辦活動，讓參與者有機會體驗軍隊指揮官的生活。

考察團還參觀了大學校園，了解該校的著名校友，包括幾位菲爾茲和諾貝爾獎得主，以及大學首屆校董會成員之一的愛因斯坦。

從初創到成功

在行程的第二部分，一眾代表考察了多家以色列公司和機構，包括阿茲列里工程學院的創業加速器 AtoBe。

研究、創新及創業管理局局長兼 AtoBe 總監 Michael Mizrahi 介紹為初創企業而設的加速器計劃。他解釋 AtoBe 怎樣為企業家提供指導、知識和支援，幫助他們把構想轉化成實際可行的商業模式。

參觀 OrCam Technologies 期間，會員了解該公司為幫助失明和視障人士而開發的穿戴式裝置。國際銷售和業務發展經理 Leon Paull 為大家展示利用人工智能讀取和識別前方物件的 OrCam。

「這項裝置對於長者和視障人士來說，絕對是一大喜訊。」香港房屋協會

成員 Ian Robinson 如是說。

考察團還到訪為香港一些主要銀行等金融機構提供環球貿易方案的 Surecomp，以及參觀自動駕駛技術公司 Mobileye。

以色列创新中心為團員安排導賞團，介紹農業以至交通等不同行業的初創企業。他們還邀請了 The Floor 的 Uriel Ekstein 分享該金融科技公司的歷史，以及其在亞洲特別是香港的發展戰略。

維他奶國際集團有限公司總裁劉盛雪說：「此行認識到這些初創企業正在開發的各種技術，實在收穫甚豐。其中一些技術更可引進香港，改善社會兼提升生活質素。」



商業以外

此行，一眾代表還有機會遊覽當地的歷史遺跡，包括西牆、橄欖山和聖墓教堂。他們更走訪了聯合國教科文組織世界遺產之一的馬薩達，以及死海。

珍卡兒藥妝有限公司主席兼總商會中小型企業委員會副主席李慧賢表示，考察之旅十分成功。她說：「探索以色列開發的各種創新科技，尤其是探討當地文化如何推動這個初創之國走向成功，都極富啟發性。」

總商會鳴謝香港大學專業進修學院企業研究院和以色列駐港澳總領事館對是次考察團的鼎力支持。

A Warm **Canadian** Welcome

加國熱情款待

Consul General discusses the country's key attractions and how its economy has benefited from immigration with members during Chamber visit to his home

總商會會員拜訪加拿大總領事官邸，期間總領事講解該國的主要吸引力，以及其經濟如何受惠於移民流入

“Canada is a competitive economy with a sound banking system, extremely low corporate tax rates, and a friendly environment for businesses to set up and operate,” Consul General of Canada Jeff Nankivell told members during a visit to his residence on 7 May.

Another competitive advantage is the country's highly skilled and educated workforce. “Many Canadians hold a tertiary qualification, and we are especially highly ranked in science and mathematics globally,” Nankivell explained. “Our government invests significantly in research, hoping to increase diversity in science and help develop Canada's next generation of research leaders.”

Innovation and technology is one of the fastest growing sectors, and the country has leading experts in artificial intelligence and big data.

The Canadian government also realizes that attracting the best talent from around the world can make the country more competitive. “We have introduced a programme that helps companies bring the highly skilled global talent they need to Canada within two weeks,” he explained.

The Consul General also noted that around 300,000 to 400,000 immigrants flock to Canada every year, and this figure is projected to rise. He shared some of the country's attractions as a place to live and work. “Canada ranks top in the world for quality of life. We are



proud of our medical system, educational and social programs. Immigration also makes an important contribution to Canada's economy.”

He added that Canadian businesses are making strong inroads into Hong Kong and Asia in sectors including financial services, green technology, property management, insurance, food, innovation and technology, and professional services.

During the visit, members enjoyed a delicious breakfast as well

as the opportunity to view the residence. Americas Committee Chairman Steve Wong thanked the Consul General for his great Canadian hospitality.

“Hong Kong and Canada enjoy diverse and friendly relations built on strong trade and people-to-people ties,” Wong added. “We are both open economies that depend heavily on foreign trade and investment. We hope to continue to maintain our close bilateral trade and investment relationships.” ❀



「加拿大是具競爭力的經濟體，擁有健全的銀行體系、極低的企業稅率，以及有利創業營商的環境。」加拿大總領事南傑瑞於5月7日向到訪其府第的會員表示。

另一競爭優勢是該國高技術和高學歷的勞動力。南傑瑞解釋：「許多加拿大人都持有大專學歷，我們在科學和數學方面的全球排名尤高。」他續說：「我們的政府在研究領域投入了大量資源，務求令科學發展更趨多元化，並協助培育加拿大新一代的研究領袖。」

創新科技是發展最迅速的行業之一，

而加國擁有首屈一指的人工智能和大數據專家。

加拿大政府還意識到，吸納世界各地的優才可提升該國的競爭力。他解釋：「我們已推出一項計劃，協助公司在兩週內從全球輸入所需的高技術人才。」

總領事亦指出，每年約有30至40萬移民湧入加拿大，預計這一數字將會持續上升。他分享加國作為安居樂業之所的吸引力。「加拿大在生活質素方面高居世界前列；我們的醫療制度、教育和社會計劃，亦令我們引以自豪。移民也對加拿大經濟作出了重要貢獻。」

他補充，加拿大企業正積極進軍香港和亞洲，涉足金融服務、綠色科技、物業管理、保險、食品、創新科技及專業服務等領域。

期間，會員品嚐了美味的早餐之餘，更有機會參觀官邸。美洲委員會主席黃兆輝感謝加國總領事的盛情款待。

黃兆輝補充：「在兩地貿易和人民緊密聯繫的基礎上，香港和加拿大得以維持多元友好的關係。我們都是開放型經濟體，十分依賴外貿和投資。我們盼望延續這種緊密的雙邊貿易和投資關係。」

Bangladesh: A Country in Transition

孟加拉：變革中的國家

With manufacturing diversifying and a fast-growing economy, many opportunities are emerging for investors
日益多元化的製造業及快速增長的經濟，創造出大量投資機遇

Since Bangladesh gained independence in 1971, it has faced numerous issues, from natural disasters to the recent influx of refugees from Myanmar. Despite these challenges, the country is on the up.

“Last year, Bangladesh achieved all three criteria to come out of ‘least developed country’ status,” said Consul General of Bangladesh Mehdi Hasan, speaking at a Chamber roundtable on 6 May.

However, the Consul General admitted, there are still areas for improvement, such as Bangladesh’s low ranking on the Ease of Doing Business Index.

In terms of industries, textiles continue to dominate, with garments making up around 80% of exports. But as Hasan explained, the country is making efforts to change its reliance on this sector and is increasingly active in other industries including pharma,

“Another aspect, often overlooked, of why Bangladesh has been doing well in the past few years has been ensuring gender equality,” Hasan added. Although it is a male-dominated society, there are women in a number of high-profile roles, including having female prime ministers for much of the past 30 years.

Also at the roundtable, Dewan Saiful Alam provided his insights into the reality on the ground. He has lived in Hong Kong for 26 years

It is said that the IT sector will be the next garment sector, because it is growing so fast.

觀乎資訊科技產業飛速發展，有說該業界將會成為下一個製衣業。

— Mehdi Hasan, Consul General of Bangladesh
—— 孟加拉總領事 Mehdi Hasan

Besides this milestone achievement, Bangladesh has many other positive indicators at present, as Hasan explained. It is the third-fastest growing economy in the world, and its GDP has increased threefold in the past 10 years. The poverty rate is falling and literacy rate is rising, and now stands at 72%. Recent reports from organizations including HSBC and the World Bank have highlighted the country’s continuing and stable economic growth.

leather, frozen food – and particularly IT.

“We are diversifying very fast into other areas. We produce everything from chips to ships,” he said. “It is said that the IT sector will be the next garment sector, because it is growing so fast.”

Other benefits include the country’s large and young population – the average age of a worker is 26, compared with 42 in China – and a growing middle class.

and has been doing business in Bangladesh for more than 20 years.

Some hurdles remain, including slow customs procedures, and the lack of adequate port and airport capacity. But he said that the situation has improved greatly during the time he has been active in Bangladesh, and processes have become streamlined.

For example, the banking sector has developed, and there are now three Bangladeshi banks operating





in Hong Kong. “If you do business in Bangladesh, your payments will be secure,” Alam said.

He also provided some advice on the business culture of Bangladesh, which is quite different to Hong Kong. For example, Bangladesh people will often not speak directly, and investors should not expect things to happen quickly. “The first meeting will be small talk; you will need subsequent meetings to arrange a deal.”

The low cost of salaries, offices and facilities have been a key draw for investors in the country for many years, particularly in manufacturing. This remains the case, with Bangladesh still considerably cheaper than many of its competitors in terms of costs.

The large young workforce is another attraction, and it is increasingly diverse. Besides low-skilled staff, investors can also expect to find increasing numbers of educated and skilled workers in areas including engineering, technology and management.

Bangladeshi workers “are motivated, and they want to work hard,” Alam said. 🌸

孟加拉自1971年獨立以來，經歷過不少難關——由天災以至近期緬甸難民湧入。然而，面對種種挑戰，孟加拉的發展仍能穩步向前。

「去年，孟加拉達成了全三項條件，脫離『最不發達國家』之列。」孟加拉總領事Mehdi Hasan在總商會5月6日的午餐會上如此說。

Mehdi Hasan解釋，除此重要里程，還有不少指標反映該國的進步。孟加拉是全球增長速度第三快的經濟體，在過去十年，其全國生產總值遞增三倍；貧窮率下降，識字率上升至72%。滙豐銀行及世界銀行等機構均在近期的報告中強調孟加拉持續穩定的經濟發展。

然而，總領事承認孟加拉仍有需要改進的地方，例如提高其營商便利度的排名。

產業方面，紡織業繼續獨佔鰲頭，全國總出口約八成都是衣物。不過，Mehdi Hasan指出孟加拉正積極減低對紡織業的依賴，並努力開發其他產業，包括製藥、皮革、冷藏食品，以及重中之重的資訊科技業。

他說：「我們的產業愈益多元化，而且進展極快。晶片以至船舶都是我國產品。觀乎資訊科技產業飛速發展，有說該業界將會成為下一個製衣業。」

孟加拉的其他優勢包括當地龐大而年青的人口——其勞工平均年齡僅26歲，相對中國的42歲，以及持續壯大的中產階層。

Mehdi Hasan補充：「孟加拉過去數年表現向好的另一項因素——儘管常被忽略——就是實踐性別平等。」雖然當地社會由男性主導，不過同樣有不少女性身居要職，例如在過去30年，時有女性擔任總理。

同場的Dewan Saiful Alam分享他在孟加拉實地營商的心得及見聞。他在香港定居26年，亦在孟加拉經商超過20年。

當地確實仍然存在若干障礙，例如緩慢的通關手續及港口、機場容量不足；但他又指，情況已大為改善，而不少程序亦已簡化。

舉例說，孟加拉的銀行業發展蓬勃，目前該國共有三家銀行在香港營運。Alam說：「你若在孟加拉營商，保證支付程序安全穩妥。」

他亦談到孟加拉的商業文化與香港頗為不同。例如，孟加拉人談生意時不喜開門見山，所以投資者不能期望洽談進展迅速。「首次會面只會寒暄閒聊，要達成協議還需留待接下來的多輪會議。」

對投資者而言，尤其生產業，該國低廉的工資、辦公室及設施多年來一直是一大投資誘因。今時今日，當地的營商成本仍然遠較其他競爭地為低。

孟加拉龐大、年輕而且日益多元的勞動力是另一賣點。除了低技術員工，投資者同樣能在工程、科技和管理等界別發掘到更多高學歷、高技術人員。

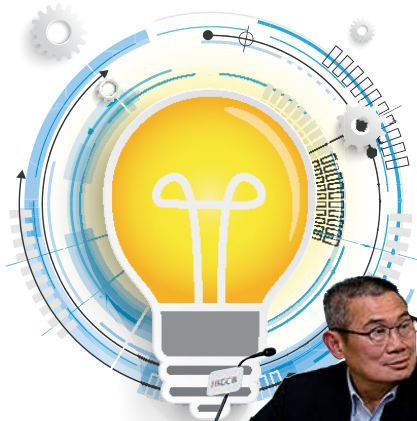
Alam指出，孟加拉的員工全都「積極主動，拼勁十足。」 🌸

Innovating for Business Success

創新之道引領企業成功

Participants learn how creativity can help them stand out in the market, and also hear about the criteria for the Hong Kong Awards for Industry

參加者學習利用創意助企業在市場突圍而出，並了解「香港工商業獎」的評審準則



Innovation and creativity are increasingly important to help businesses stand out from the crowd. But how can companies acquire these capabilities? And how can digital transformation help improve business performance? To help Hong Kong businesses find answers to these and other questions, an expert panel of speakers shared their experiences and provided insights on developing a competitive edge at a Chamber seminar on 8 May.

Andrew Young, Associate Director (Innovation), Innovation Department of Sino Land, discussed his organization's adoption of a sandbox platform to trial innovative ideas, while Daniel Fung, Head of Strategy and Innovation with Towngas, shared his company's approach to cultivating an innova-

tion-friendly environment, which drew on the full support of top management. Jack Lau, Chairman of investment company Swanland.AI, provided an overview of the promising opportunities that digitization can bring, including cost savings, enhanced efficiency and increased productivity.

More than 100 attendees enjoyed these insights about using innovation to drive business growth. Participants were then briefed on the selection criteria for the Innovation and Creativity category at the 2019 Hong Kong Awards for Industries, which is organized by the Chamber. During the presentation, the Chamber Secretariat provided some guidance on the attributes that will help make an application stand out by highlighting the characteristics of some of the past winners. ✨

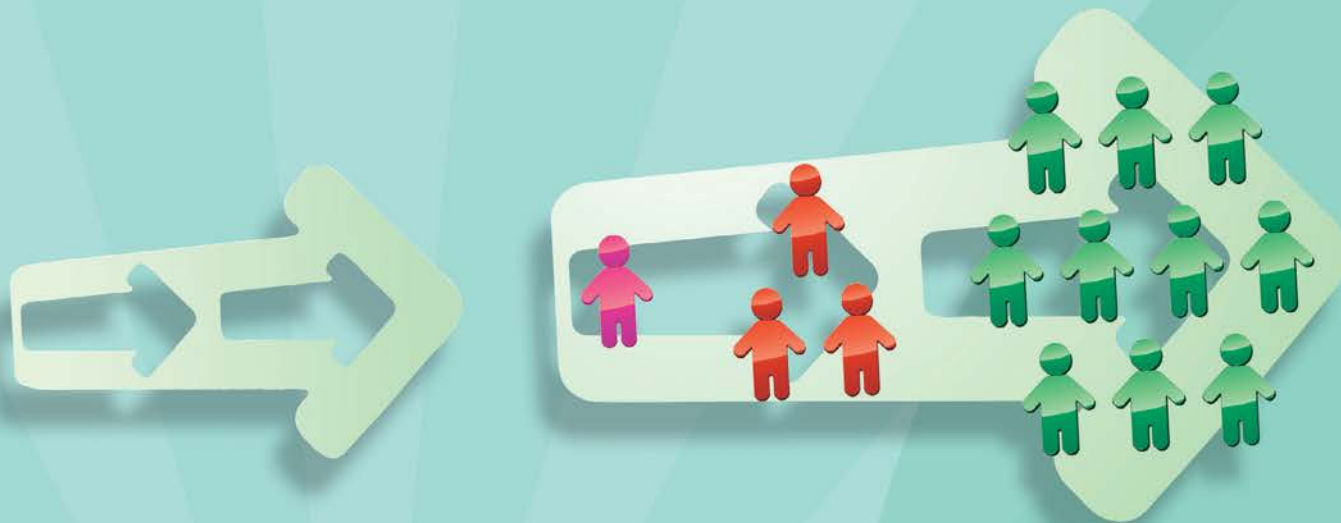
商企要在行內突圍而出，愈來愈倚重革新和創意。但企業怎樣能夠掌握這些能力呢？數碼轉型又如何有助提升業績呢？為幫助本港企業探尋答案，總商會在5月8日舉行研討會，邀來幾位專家講者就創造競爭優勢分享經驗及見解。

信和置業有限公司創新部創新聯席董事楊孟璋討論了其公司運用沙盒平台試行創新概念的做法；香港中華煤氣有限公司策略及創新總監馮文傑則解說其公司由高級管理層出發，全力支持營造創新氛圍；而投資公司Swanland.AI Ltd主席廖家俊概述了數碼化帶來的可觀機遇，包括節省成本、提高效率及提升生產力。

是次研討會吸引逾100人出席。眾人皆對利用創新概念推動業務發展有更深的認識。隨後，總商會秘書處向參加者簡介了由本會主辦的「2019香港工商業獎」創意組別獎項的甄選標準，還特別講解歷屆得獎者的優勝之處，指導參賽企業脫穎而出的方法。 ✨

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📞 Enquiries 查詢：2823-1236

✉ Email 電郵：membership@chamber.org.hk

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



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New Opportunities and Global

At the Chamber's AGM, Chairman Aron Harilela discusses how we can help ensure Hong Kong's continuing
在總商會周年會員大會上，主席夏雅朗討論如何應對外圍環境的轉變，確保香港持續繁榮。以下演辭經編輯節錄。

The past year was one of adjustment for Hong Kong and for the world at large. It was also a year of economic and geopolitical challenges. While the ordeals of doing business at times seemed unrelenting, we also had cause for optimism as the Greater Bay Area blueprint began to take shape.

On the business front, Hong Kong's economy held up reasonably well against a global backdrop of uncertainty, finishing 2018 with 3% real growth. Unemployment remained at a 20-year low of 2.8%, and visitor arrivals grew a healthy 11.4%.

We saw two major infrastructure projects come into operation. The opening of the Express Rail Link in September removed the physical and mental obstacles that the

GBA was a faraway, conceptual plan. This was further reinforced with the opening of the Hong Kong-Zhuhai-Macao Bridge in October. Your Chamber established a Greater Bay Area Working Group to dovetail with the China Committee's work, seminars and visits to GBA cities.

Our recent high-level business delegation to Guangzhou and Shenzhen met with senior Guangdong officials and businesspeople. Everyone was extremely bullish on the development of the province. Members who participated in the visit pointed out that we need to ensure we are among the front runners leading the GBA development forward. If not, we risk becoming second fiddle.

We also formally established a Belt & Road Working Group. In April, I was lucky enough to be in Beijing

with the Chief Executive and some of our other General Committee members for the Belt & Road Forum. Leaders from around the world converged in the city. Being the bridge that can link the world with the Mainland, Hong Kong is in an incredibly lucky and enviable position. We will be doing everything that we can to help members benefit from these developments.

While most of the world has been working hard to deepen their relations with China, the United States seems to be going in the opposite direction. The tariff dispute has blown up into a full-scale trade war, although President Trump called it a little disagreement. His playing down of the confrontation gave us hope that the world's two largest economies' differences would soon



Challenges 新機遇與全球挑戰

prosperity amid a shifting external environment. Following is an abridged version of his speech.

“ With new opportunities being created by the transformation of our economy, the Greater Bay Area plan, and the Belt & Road Initiative, we should be in a very strong position going forward. ”



be resolved. However, his executive order to bar the use of telecoms equipment made by Huawei shows the dispute could escalate.

The impact of the trade war on Hong Kong's real economy has so far been limited. Re-exports that were directly affected by the additional tariffs accounted for 4% to 5% of the total re-exports of Hong Kong. That said, our economy is weakening, as it grew a mere 0.6 percent in the first quarter of this year, due to weaker domestic and external demand. In addition to the uncertainty created by Mr Trump, the uncertainty of Brexit is also weighing on business sentiment across the globe.

With the whole world fighting to attract talent, we need to do more to attract

Finger on the Pulse of Digital Developments

Eric Chin, Chairman, Digital, Information & Telecommunications Committee

A key aspect of the committee's work is to monitor developments affecting the industry, and to share information on topical issues with members. Last year we hosted 14 seminars on a variety of topics, ranging from artificial intelligence, blockchain technology and crypto assets to digital marketing, cybersecurity, smart city and mobile payment systems. Each of these events attracted an average of 100 members, which I believe clearly shows that we have our finger on the market's pulse.

The committee also looked into how members can harness opportunities arising from the Greater Bay Area initiative. In addition to meetings and roundtable luncheons, we organized a study mission to Shenzhen, which was a first for the committee. We plan to do more such missions in the future.

Policy advocacy is another key function of the committee. Last year we formulated the Chamber's response to the Government's Phase 1 Review of the Television and Sound Broadcasting Regulatory Regimes. The committee also drafted the Chamber's submission to the Hong Kong Monetary Authority's consultation: "Guideline on Authorisation of Virtual Banks."

We will continue to closely monitor government policies and advances in the digital, information and telecommunications sectors. Key developments include the rolling out of 5G services in Hong Kong, monitoring progress of the Smart City Blueprint, as well as new fintech initiatives.

During the year, the committee raised awareness among the wider community on the benefits of digital advances in Hong Kong, and how to avoid falling victim to cybercrime. The committee supported the Chamber as a key sponsor in the 'Cyber Security Professionals Award' and as a co-organizer of the annual 'Internet Economy Summit.'

In addition to a very busy past year, the number of members joining the committee has grown by 40% since in 2016.

掌握數碼脈搏

數碼、資訊及電訊委員會主席 錢樹楷

委員會其中一項主要工作，是關注影響業界的發展趨勢，並就重要議題與會員分享資訊。去年，我們舉行了14個研討會，內容涵蓋廣泛課題，包括人工智能、區塊鏈技術、加密資產、數碼營銷、網絡安全、智慧城市和流動支付系統等。這些活動平均吸引100名會員參加，足證我們緊貼市場脈搏。

委員會亦探討會員可如何把握大灣區倡議帶來的機遇。除了邀請專家出席會議和午餐會，與會員分享灼見，委員會還首度率團赴深圳考察。我們計劃日後籌辦更多同類的訪問團。

政策倡議是委員會另一項重點工作。去年，我們就政府展開的「電視及聲音廣播規管制度檢討第一階段」公眾諮詢，為總商

會擬訂回應。委員會亦就香港金融管理局的《虛擬銀行的認可》指引諮詢，代表總商會撰寫建議書。

我們將繼續密切監察政府政策和數碼、資訊及電訊業的最新進展。主要發展包括在香港推出5G服務、「智慧城市藍圖」進展，以及金融科技新倡議。

年內，委員會令廣大會員進一步認識到香港邁向數碼發展的好處，同時了解如何避免成為網絡罪案的受害者。委員會亦支持總商會作為「網絡安全精英嘉許計劃」主要贊助機構及年度「互聯網經濟峰會」協辦機構的籌備工作。

過去一年過得充實忙碌；而自2016年以來，加入委員會的會員人數也增加了四成。



professionals to Hong Kong. This has never been so important, as Hong Kong looks to retool its economy to become an innovation and technology (I&T) powerhouse. We need to ensure that we have the skills and know-how to achieve this.

During the course of the year we worked hard to collect your views through forums and our committees to present to the Government sound policies and priorities to be included in the Policy Address, the Budget and our CEPA wish-list.

We also saw significant consultations put out by the Government that would result in fundamental changes to Hong Kong. On the Government's fugitive law amendments, we tried to be the voice of reason during heated debates.

To conclude, I would like to say that the Chamber exists for – and because of – its members. Without members contributing their time and expertise over the years, Hong Kong wouldn't be the leading financial and business hub in Asia that it is today.

We will be in for a challenging year ahead. But with new opportunities being created by the transformation of our economy, the Greater Bay Area plan, and the Belt & Road Initiative, we should be in a very strong position going forward. ✨



過 去一年，不論對香港抑或全球來說，都是調整順適的一年，亦是經濟和地緣政治充滿挑戰的一年。儘管營商不易，重重考驗有時看似永無休止，但隨著大灣區藍圖成形，前景仍有樂觀之處。

商貿方面，面對全球不明朗因素，香港經濟表現尚算不俗，在2018年年底錄得3%的實質增長。失業率維持在2.8%，乃20年低位；而訪港旅客人數亦有11.4%的健康增長。

我們見證了兩項大型基建項目落成。先有廣深港高鐵於9月通車，拉近了三地的實際距離之餘，更打破了「大灣區是一個遙不可及的空泛概念」之觀念；後有港珠澳大橋於10月開通，進一步加強粵港澳三地連繫。本會新成立的大灣區工作小組與中國委員會合作無間，共同籌組涉及大灣區的工作、研討會及考察團。

本會最近組織高級商務代表團訪問廣州和深圳，與廣東省高級官員及商界代表會面。大家均十分看好省內發展。團員指出，香港須力爭上游，牽頭引領大灣區發展，否則便將步人後塵。

我們亦正式成立了「一帶一路」工作小組。4月，我有幸隨行政長官和部分本會理事同赴北京參與「一帶一路」論壇，與各國領袖齊聚城內。香港作為連接世界與內地的橋樑，無疑擁有得天獨厚的優勢。本會將竭盡所能，協助會員從這些發展中獲益。

正當世界各地積極深化與中國的關

係，美國卻似乎反其道而行。關稅糾紛演變成全面貿易戰——儘管特朗普總統仍然稱之為小爭執。他淡化衝突的取態，令人期望全球兩大經濟體快將化干戈為玉帛。然而，特朗普簽署行政命令，禁止美國企業使用華為的電訊設備，恐又將令糾紛升級。

迄今為止，貿易戰對香港實體經濟影響有限。直接受額外關稅影響的轉口貨值，只佔本港轉口貿易總額的4至5%。儘管如此，受內外需求轉弱拖累，本港

備相應技術及專業知識，方能成事。

年中本會忙個不休，透過不同論壇及委員會收集各位會員的意見，再將之整理為政策建議和施政重點，以編入本會提呈政府的施政報告和財政預算案建議書及總商會CEPA訴求清單。

年內政府亦就多項對本港影響深遠的政策或立法展開諮詢。在修訂《逃犯條例》的激烈爭論中，總商會堅持以理性的聲音參與討論。

結束報告前，我希望告訴大家：總商



隨著經濟轉型、大灣區規劃和「一帶一路」
倡議創造新機遇，我們定可邁步向前，
迎向更光明的未來。



經濟回軟，在今年首季僅錄得0.6%增幅。除了特朗普帶來的不明朗因素，英國脫歐局勢未明同樣壓抑了全球營商情緒。

隨著全球各地都在爭相招攬人才，我們得加大力度吸引專才來港；尤其香港正值經濟轉型，銳意發展成創新科技都會。因此，我們必須吸納人才，確保具

會的存在全為——亦全賴——各位會員。沒有會員在這些年來付出時間，盡其所長，香港不會是今時今日亞洲首屈一指的金融商業中心。

來年將會是充滿挑戰的一年。然而，隨著經濟轉型、大灣區規劃和「一帶一路」倡議創造新機遇，我們定可邁步向前，迎向更光明的未來。✿

Making Your Voice Heard

Shirley Yuen, CEO, HKGCC

It is a pleasure to report with good news on your Chamber's work over the past year.

On advocacy, we made steady progress on a number of fronts. Regulatory and geopolitical disputes dominated the headlines and our work in 2018. As always, we served as the voice of business on a host of issues from the abolition of the MPF offsetting mechanism to labour shortages to the ongoing fugitive law amendments. We presented sound reasoning to stress businesses' concerns to the Government.

While we may not always win every debate, we do have more successes than the Administration would like to admit. Officials also told us they always appreciate the hard work and thorough research that we put into supporting the business sector's position.

We were also unrelenting in lobbying the Government to address the problem of regulatory bottlenecks and outdated regulations by including regulatory impact assessments into the policymaking process. We tried to win over sceptics by organizing a two-day event with interna-

tional speakers sharing their expertise on how a regulatory impact assessment system operates.

To steer our work in advancing Hong Kong's role in the Greater Bay Area plan, we set up a GBA Working Group and partnered with members to pool our expertise.

On connecting businesses, we organized seminars, business-matching meetings, overseas missions, networking sessions, and teamed up with consulates and international chambers. Our missions to cities in the GBA were so popular that we will be organizing another round of visits to help more members dig deeper into the economic and business developments in the bay area.

Internationally, we organized business and study missions to Osaka, Tokyo, Prague, Vienna, San Francisco, Taichung, Taipei, and most recently Tel Aviv.

Most of the 500-plus events that we organized provided useful networking opportunities. In addition to our regular cocktail of business and social gatherings, our Young Executives Club (YEC) and Women

Executives Club (WEC) continued to organize an extremely diverse range of events, from whiskey appreciation to fitness workouts.

We pride ourselves on the quality of our business documentation services. Our Certification Division's head office in Mong Kok was relocated to a nearby building to provide customers with a modern, spacious environment. We also revamped the division's website to further enhance our online services.

The Chamber's venue rental services also underwent an upgrade. The modest investment resulted in the utilization rate of rooms growing by roughly 30% last year over 2017's figure.

Many of the accomplishments over the past 12 months wouldn't have been possible without the strong support and guidance of the General Committee. The Chamber's committees also provided expertise to reinforce our role as the voice of business and sound reasoning. I would like to thank all of you for your loyalty, support, and suggestions, and for your attendance here today. 🌸

確保可持續發展與繁榮

環境及可持續發展委員會主席 吳芷茵

回顧2018年，委員會繼續致力尋找推動可持續商業環境的方法。

我們相信，可持續發展並不代表要犧牲利潤，反之卻可創造更多潛在商機，以支持經濟、社會和環境發展，從而促進社會長遠的可持續發展。

委員會其中一個重要工作範疇是政策倡議。值得關注的倡議工作包括就建設香港海上液化天然氣接收站，與船務及運輸委員會合力為總商會撰寫建議書提呈政府。

總商會還支持政府推出「綠色債券認證計劃」，推動香港金融業發展之餘，同時為綠色項目提供更多資助，一舉兩得。

作為污者自付原則的倡導者，總商會歡迎政府去年提出的立法修

訂，就處置都市固體廢物收費。

委員會認為，香港成為更綠化都市的好處不勝枚舉，這也應是我們的共同目標。除非我們切實行動，更廣泛地提高市民對個人習慣的意識，並在必要時改變行為方式，否則可持續的未來只會是紙上談兵，不會實現。

為協助會員了解可持續發展的重要性及其所帶來的效益和商機，委員會於2018年舉辦了多個實地考察活動。委員會還舉辦了多個研討會，探討一連串的時事議題，包括上網電價計劃和有關規管汞的立法建議。

委員會將繼續充當政府與商界的橋樑，維持香港作為宜居城市的競爭力。

為會員發聲

總商會總裁 袁莎妮

我很高興向大家匯報，總商會去年表現卓越。政策倡議方面，我們在多個範疇穩步向前發展。2018年，規管和地緣政治糾紛成為新聞熱話，也是我們的工作焦點。一如既往，我們就多項議題為商界發聲——例如取消強積金對沖機制、勞工短缺以至最近的逃犯條例修訂，並向政府提呈有力的論據，凸顯企業的關注。

儘管未必每次討論都能取得成果，但對於我們不辭勞苦、竭心盡力地為商界陳情，官員們都深表讚賞。

本會亦力促政府應處理規管瓶頸和過時法規的問題，而方法是把規管影響評估納入政策制定程序。為引證這項建議切實可行，我們特意舉行了一連兩天的活動，邀來海外講者分享專業見解，並講解規管影響評估的運作。

為推進香港在大灣區規劃的角色，我們成立了大灣區工作小組，督導相關工作，並與會員集思廣益。

聯繫商界方面，我們組織了研討會、商業配對會、海外考察團和聯誼酒會，還與領事館和國際商會合辦不同活動。有見我們舉辦的大灣區城市考察團大受歡迎，本會將籌辦新一輪的考察活動，協助更多會員進一步了解區內的經濟和商業發展。

海外方面，本會籌辦了多個商務考察團，遠赴大阪、東京、布拉格、維也



納、三藩市、台中、台北，以及最近期的特拉維夫。

我們籌辦的500多個活動中，大多都提供實用的聯誼機會。除了定期舉辦的商業酒會和社交聚會，本會的卓青社和卓妍社繼續組織多元化的活動，例如威士忌品酒會以至健身訓練等。

我們對自己的商貿文件服務質素深感自豪。本會簽證部位於旺角的總辦事處已喬遷往鄰近的商廈，為客戶提供時尚舒適、寬敞開闊的環境。我們還革新了簽證部網站，進一步提升網上服務。

總商會亦對場地租用設施作出了適度投資，致力優化服務，結果場地使用率有所上升，去年的使用率便較2017年高出約30%。

我們在過去一年取得眾多成就，全賴理事會的鼎力支持和指導。總商會一眾委員會提供的真知灼見，亦有助鞏固我們作為商界之聲的角色，向政府游說時有充分理據。我由衷感謝諸位對本會的忠實支持、給予我們寶貴的意見，更撥冗出席今日的會員大會。🌸

Ensuring Sustainability and Prosperity

Jeanne Ng, *Chairman, Environment & Sustainability Committee*

Looking back at 2018, the committee remained committed to identifying and pursuing ways to promote a sustainable business environment.

We believe that sustainability does not mean having to sacrifice profits. On the contrary, it implies the creation of more potential business opportunities that support the economic, social and environmental development necessary for the long-term sustainability of our society.

An important aspect of the committee's work is policy advocacy. Notable mentions include a joint undertaking with the Chamber's Shipping & Transport Committee to formulate a Chamber submission to the Government on the setting up of the Hong Kong Offshore LNG Terminal.

The Chamber also lent its support to a Government undertaking to introduce a green bond certification scheme for the dual purpose of promoting Hong Kong's financial industries and providing more funding for green projects.

As an advocate of the polluter-pays principle, the Chamber welcomes the legislative amendments put forward by the Government last year to enable charging for the handling of municipal solid waste.

The committee believes there are many benefits for Hong Kong in becoming a greener city and that this should be a shared objective. A sustainable future is not a given unless there are real efforts and broader awareness of our habits and, where necessary, changes to our way of doing things.

To help members appreciate the importance and benefits of sustainability, as well as associated business opportunities, the committee organized a number of site visits in 2018. It also organized seminars on topical issues such as the Feed-in Tariff Scheme, and the legislative proposal to regulate the use of mercury in Hong Kong.

The committee will continue to serve as a bridge between the government and businesses on sustaining Hong Kong's competitiveness as a livable city.





Leveraging Our Unique Strengths

Jeffrey Lam, HKGCC LegCo Representative

Hong Kong businesses have been confronted with growing domestic and external challenges in recent years. Weathering the trade war, and also pressures from rising costs, such as rents and wages, is no easy task. Throughout the year, I have repeatedly urged the SAR Government to keep abreast of the challenges facing businesses and to strengthen our business-friendly environment.

As an international financial, trading and maritime hub, Hong Kong's excellent international network and professional talent are advantages that can help drive forward the development of the Belt and Road Initiative and the Guangdong-Hong Kong-Macao Greater Bay Area (GBA) plan. I have long advocated that by coupling our strengths with those of the Mainland, and leveraging our unique advantage under the "one country, two systems," Hong

Kong can play an important role in these developments.

The Leading Group for the Development of the GBA recently rolled out eight measures to further facilitate the flow of people, goods, capital and information within the region. I welcome these measures, which are in line with my recommendations to the Central and Hong Kong Governments earlier. We look forward to the Central Government announcing additional measures to facilitate the flow and incentives for Hong Kong residents to live and work in the Mainland. On the Hong Kong side, we need to act fast if we are to get on board the Mainland's express development train.

On housing supply, the Government must apply the right solutions to stabilize the market and promote viability over the long term. Increased housing supply boils down to speeding up the supply of

land for building flats. The "Lantau Tomorrow Vision" reclamation project is a realistic, long-term objective. It will not only meet the long-term housing needs of Hong Kong, but will also provide land for the development of different industries that will contribute to improving Hong Kong's overall competitiveness.

The business community has been working silently behind the scenes to contribute to Hong Kong's success and development. But it also needs to have confidence to continue to invest in Hong Kong's future. As such, I will proactively assist the business sector cope with challenges and difficulties by serving as your voice to the Government. I will also urge the Administration to do more to enhance our business environment to attract investors from around the world. 🌸

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Staying Competitive in Services

Mark Michelson, Chairman,
HKCSI-Executive Committee

The committee aims to promote and facilitate the continuing development and competitiveness of Hong Kong's service industries, which account for over 90% of our GDP. New technologies are increasing our ability to trade in services while creating platforms that allow many more SMEs to participate in this trade.

Our city stands to benefit from the opportunities arising from the Greater Bay Area and other initiatives, building on our comparative advantages in professional services, trade, R&D and logistics.

During the year, the committee invited officials, business organizations and analysts to discuss the development and prospects in the services sector. Last June, for example, Stuart Harbinson, Honorary Advisor to HKCSI, shared his thoughts on trade policies and service issues amid the turbulent global trade environment.

We co-organised an Entrepreneur Forum with the Young Executives Club. Some energetic start-ups and social enterprises shared their entrepreneurial journey at a fully-booked Chamber Theatre.

The committee has maintained a regular dialogue with the Trade and Industry Department to ensure the development of Free Trade Agreements (FTAs) between Hong Kong and other economies

Hong Kong's service industries have benefited from the conclusion of FTAs with ASEAN and Australia. The agreements will bring about legal certainty and better market access for the trade in goods and services as well as investment protection to Hong Kong.

I recently represented the HKCSI to speak at the APSC-ABAC Public-Private Dialogue on Services in Jakarta, Indonesia. During the seminar, we highlighted the regional practices of trade in services in the digital era, and called for governments to adopt policies to liberalise trade in services, invest in human capital and remove red tape. The committee will continue to work on these initiatives and help members cope with different scenarios and changes.



發揮本港獨有優勢

總商會立法會代表 林健鋒

近年香港企業面臨內外挑戰，既要抵擋貿易戰的風風雨雨，亦要承受租金及工資等成本上漲的壓力，實在很不容易。年內我多次敦促特區政府要密切留意商界面對的挑戰，並鞏固有利營商的環境。

香港作為國際金融、貿易和航運中心，擁有絕佳的國際網絡和專業人才。這些優勢會是推進「一帶一路」

及粵港澳大灣區（大灣區）建設的一大助力。我一直提倡香港可以配合國家所長，發揮自身強項，並利用「一國兩制」下得天獨厚的優勢，在這些發展中扮演舉足輕重的角色。

粵港澳大灣區建設領導小組早前通過八項措施，進一步促進區內人流、物流、資金流和訊息流。有關政策與我早前向中央和特區政府提出的建議方向一致，故此我深表歡迎。我們期待中央陸續推出更多新措施，便利港人往返兩地或在內地工作定居。要趕搭國家發展的快車，香港各界事不宜遲。

針對房屋供應，政府必須對症下藥，



長遠才能穩定市場，持續發展。說到底，增加房屋供應取決於加快覓地建屋。「明日大嶼」填海計劃是實際、長遠的目標，如能落實，不僅能滿足市民長遠的住屋需求，更可以為不同產業發展提供用地，從而提升香港整體競爭力。

商界一直默默耕耘，為香港的成功與發展作出貢獻，但與此同時，企業亦需要建立信心，才能繼續投資香港的未來。為此，我會充當您們的聲音，向政府陳情獻策，積極協助商界應對當前的挑戰和困難。我亦會督促政府加大力度，進一步優化營商環境，吸引海內外投資。✿

維持服務業競爭力

香港服務業聯盟—執行委員會主席 麥高誠

委員會旨在推動和促進香港服務業的持續發展和競爭力，而業界佔本地生產總值超過九成。新科技正提升我們的服務貿易能力，同時為許多中小企創造了參與服務貿易的平台。

憑藉我們在專業服務、貿易、研發及物流方面的相對優勢，本港定必受惠於大灣區和其他倡議所帶來的機遇。

年內，委員會官員、商業機構及分析員，討論服務業的發展和前景。例如去年6月，香港服務業聯盟名譽顧問夏秉純便就動蕩環球貿易環境下的貿易政策和服務議題分享見解。

我們還與卓青社合辦「企業家論壇」，邀來多家活力充沛的初創公司和社會企業分享各自的創業歷程。活動當天總商會演講廳座無虛席。

委員會與工業貿易署保持定期溝通，確保香港與其他經濟體的《自由貿易協定》持續發展。

本港的服務業受惠於分別與東盟和澳洲簽訂的《自由貿易協定》。這些協定將為香港的貨物和服務貿易提供明確的法律依據、更佳的市場准入條件和投資保障。

我最近代表香港服務業聯盟赴印尼雅加達出席「APSC-ABAC Public-Private Dialogue on Services」會議。席間，我們重點討論服務貿易在數碼時代下的地區做法，並呼籲各地政府採取政策，開放服務貿易、投資人力資本，以及拆鬆綁。委員會將繼續推動這些倡議，並協助會員應對不同的情況和轉變。

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Aron Harilela Re-elected HKGCC Chairman 夏雅朗連任總商會主席

Aron Harilela, Chairman and CEO of Hari Harilela Ltd, has been re-elected Chairman of the Chamber for the coming year. Harilela said he was honoured to have been re-elected, and pledged to continue to work on improving Hong Kong's business environment.

The election was held at the inaugural meeting of the General Committee immediately after the HKGCC's Annual General Meeting on the evening of 31 May. Peter Wong, Deputy Chairman and Chief Executive of the Hongkong and Shanghai Banking Corporation Limited, was re-elected as Deputy Chairman.

Victor Li, Chairman and Managing Director of CK Asset Holdings Limited; John Slosar, Chairman of Cathay Pacific Airways Ltd; and Leland Sun, Managing Director of Pan Asian Mortgage Co Ltd., were re-elected as Vice Chairmen.

At the AGM, members elected a total of six members to fill the seats on the General Committee –

Hari Harilela Ltd主席及行政總裁夏雅朗膺選連任本年度總商會主席。夏雅朗對再度獲選感到十分榮幸，並承諾繼續致力改善香港的營商環境。

總商會於5月31日傍晚召開周年會員大會，隨後新理事會即舉行首次會議，選出正副主席。香港上海滙豐銀行有限公司副主席兼行政總裁王冬勝獲選連任常務副主席。

長江實業集團有限公司主席兼董事總經理李澤鉅、國泰航空公司主席史樂山及宏亞按揭證券有限公司董事總經理孫立勳連任副主席。

理事會為總商會最高管理層，今年共有六位理事空缺需要填補，而全數六位都在周年會員大會上獲選連任，他們分別是李澤鉅、史樂山、孫立勳、王冬勝、余國賢及阮蘇少涓。

the governing body of the Chamber – who were required to step down this year. All six of them were re-elected: Victor Li, John Slosar, Leland Sun, Peter Wong, Edmond Yue and Betty Yuen.





HKGCC General Committee

Chairman: Aron Harilela

Deputy Chairman: Peter Wong

Vice Chairmen: Victor Li, John Slosar, Leland Sun

Legco Representative: Jeffrey Lam

General Committee Members:

Nicholas Brooke, Agnes Chan, Jennifer Chan, Oscar Chow, Allen Fung, Gao Yingxin, Stanley Hui, Benjamin Hung, Jacob Kam, Ronald Lee, David Lie, YK Pang, Neville Shroff, Douglas Woo, Emil Yu, Yu Pang Chun, Edmond Yue, Betty Yuen and Allan Zeman

總商會理事會

主席: 夏雅朗

常務副主席: 王冬勝

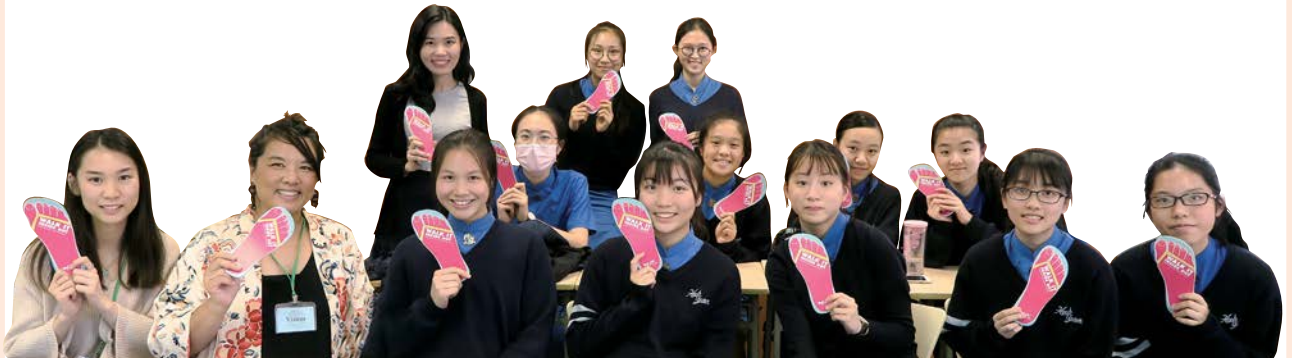
副主席: 李澤鉅、史樂山、孫立勳

立法會代表: 林健鋒

理事: 蒲祿祺、陳瑞娟、陳佩君、周維正、馮玉麟、高迎欣、許漢忠、洪丕正、金澤培、李碩培、李大壯、彭耀佳、尼維利施樂富、吳宗權、于健安、余鵬春、余國賢、阮蘇少湄及盛智文



Tour Guides for a Day 導遊體驗日



Students from Heep Yunn School became tour guides for the day on 3 April when they introduced their school district, To Kwa Wan, to a professional guide from Walk in Hong Kong. The students had earlier enjoyed an insight into the work of a professional guide when they took part in a walk organized by Walk in Hong Kong. The students thoroughly researched their district in advance, and their walking tour featured many of the different facets of To Kwa Wan, including its food, history, art and architecture.

“I thought tour guiding was easy until I tried it myself,” one of the students admitted after the event.

After the students delivered their tour, they received feedback from their fellow students, as well as suggestions from Annie Tong, Business Development Consultant of Walk in Hong Kong. She gave pointers on how to handle real life situations when guiding, and showed the students how to have fun on the job while always remaining professional. Tong also discussed the importance of storytelling, and explained how the skills the students had gained from this activity could benefit them in their personal lives, future careers and social circles.

協恩中學的同學於4月3日充當一天導遊，向活現香港的專業導遊介紹母校所屬的土瓜灣校區。學生早前參加由活現香港舉辦的導賞團，了解到專業導遊的工作。她們事前為校區進行了徹底的資料搜集，她們帶領導賞團時介紹了土瓜灣各方面的特色，包括食物、歷史、藝術和建築。

其中一位同學在活動後坦承：「我以為當導遊很容易，直到自己親身嘗試，才發現是另一回事。」

學生帶團後，同學們紛紛給予意見，而活現香港業務發展顧問唐摯真亦提供不少建議。她指導學生帶團時遇到實際問題的處理方法，並講解怎樣投入和享受工作之餘，時刻保持專業。唐摯真還談及說故事的重要技巧，並向同學解釋從是次活動學到的技能可如何惠及她們的個人生活、未來生涯發展和社交圈子。



Techniques for Interview Success 面試成功訣竅

Interviews are an unavoidable part of the job-seeking process, but many candidates let themselves down because they do not have the skills to sell themselves. To help students from Munsang College ace their next interview, CLP Power Hong Kong delivered an English interviewing skills workshop on 12 April.

Elaine Chong, General Counsel – Hong Kong, shared a step-by-step guide on getting prepared. She introduced some techniques to tackle typical interview questions, and also explained that answering questions is only part of the process. “Asking insightful and interesting questions will demonstrate your interest in the position, and show that you have done your research on the company,” Chong said.

The company’s human resources team then showed some videos of job interviews, and invited students to comment on the candidates’ performances. These videos gave them a great insight into the things to do – and avoid doing – during an interview.

The activity was rounded off with a practice session, where students got to use the interview skills they had learned. They asked and answered some common questions used in university and job interviews, and exchanged feedback on their performances.

面試是求職過程中無可避免的一環，但許多應徵者因缺乏自我推銷的技巧而落空而回。為協助民生書院的學生在下次面試時一擊即中，中華電力有限公司於4月12日特意舉辦了英語面試技巧工作坊。

法律總顧問（香港）Elaine Chong分享如何按部就班，為面試做好準備。她介紹了一些應對典型面試問題的技巧，並解釋回答問題只是過程的一部分。她說：「提出精闢有趣的問題可展示你對職位的興趣，並表明你對公司的業務有所了解。」

該公司的人力資源團隊隨後展示一些求職面試的影片，並邀請學生評論應徵者的表現。這些影片讓他們深切了解面試的宜忌。

最後是實習環節，讓學生把面試技巧學以致用。同學就大學和求職面試的常見問題進行答問，並就表現交換意見。



Counting on Accounting 投身會計事業

Think accounting is all about being good at maths? In fact, a wide range of skills is required, as a number of accounting students from Munsang College learned during a visit to the Wan Chai office of Aoba CPA on 3 May. Patrick Wong, Director of Aoba CPA Limited, told the students that it is more important to have a keen interest in the field, and he introduced some of the job duties of auditors and accountants. Wong also shared some anecdotes from his time in the profession, before giving the students a tour of the office to give them an insight into the working environment at the company.

James Leung, Director, then gave the students some career advice after they had filled out an Aoba job application form. He explained that this was to test if they write tidily, as legible handwriting can help to give a good first impression. He also encouraged the students to apply for internships and part-time jobs to gain actual working experience and develop soft skills. Besides learning about the accountancy sector's requirements, the students also heard about the key skills for working in the industry, such as professional judgement and communication.

會計只需精通數學便可？多位民生書院的會計學生於5月3日到訪青葉會計師有限公司位於灣仔的辦公室期間，便了解到會計其實涉及廣泛的技能。青葉會計師董事黃國康向學生表示，更重要的還是對這個行業有濃厚興趣。他介紹審計師和會計師的部分職責，還分享他從事這門專業以來的一些趣事，然後帶領學生參觀辦公室，讓他們深入了解公司的工作環境。

其後，同學填寫了青葉的職位申請表，再由董事梁子峰給予就業建議。他解釋，此舉是為了查看他們的字體是否工整，因為清晰易讀的字體可令人留下良好的第一印象。他還鼓勵同學申請實習和兼職工作，以取得實際的工作經驗和培養軟技能。除了認識會計行業的工作要求，學生還了解到投身業界所需的重要技能，如專業判斷和溝通能力。



Passion for Aviation 航空熱誠

Young people with an interest in aviation have a wide variety of job options open to them, as a group of students learned on a visit to Hong Kong International Airport (HKIA). The Airport Authority welcomed the students from Fukien Secondary School on 6 May to learn more. The visit began with an introductory briefing on HKIA by Sanna Tam, Infrastructure Management and Coordination Manager. She explained the airport's geographical advantages and the Three Runway System, as well as how HKIA uses the latest technologies to improve passenger service. Tam also told the students about the range of courses offered by the Hong Kong International Aviation Academy.

Later, Amy Tsang, HR Relationship Management Assistant Manager, introduced the students to the different career opportunities at the Airport Authority, including the management trainee and graduate engineer programmes. She emphasized that a passion for aviation is an important criterion when selecting candidates. The visitors also learned about the duties of some less well-known aviation jobs, like the airfield lighting technician and the operation officer who monitors the baggage handling system.

The highlight of the day for many of the students was the tour of the airport's restricted area. Tam accompanied the students to the Integrated Airport Centre where they got to see how the various teams work together to ensure the smooth operation of the airport. The tour ended with a visit to the airport apron, where the students were excited to get a close look at the air bridge and see the planes taking off.

行福建中學的學生於5月6日參觀香港國際機場，了解到航空業包羅林林總總的工作，供有志投身業界的年輕人選擇。當天先由機場管理局基建管理及統籌經理譚惠娟向同學簡介香港國際機場，解釋機場的地理優勢和三跑道系統，以及機場如何利用最新科技改善旅客服務。她還告訴學生香港國際航空學院提供的各種課程。

其後，人力資源管理助理經理曾慧欣介紹機管局的不同就業機會，包括見習行政人員培訓和見習工程師計劃。她強調篩選時一項重要考量，是應徵者對航空業的熱誠。一眾同學還了解到一些較鮮為人知的航空崗位職責，例如機場燈光師和監控行李處理系統的營運主任。

對很多學生來說，當天的亮點是參觀機場禁區。譚惠娟陪同學生到訪綜合機場中心，一窺各個團隊如何互相合作，確保機場暢順運作。最後，同學雀躍萬分參觀機場停機坪，近距離觀看登機橋，一睹飛機起飛。



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**BREXIT:
The Right Decision?**



**China Committee
Cocktail Reception**

What's On Listings

(Our events from June-July)

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



JUNE-JULY

June

- 17** Roundtable: The Virtual Banking Revolution: Blending Technology and Financial Services Successfully on the Mainland
Town Hall Forum Series: Salina Yan, Director-General of Trade and Industry
- 18** Workshop: E-commerce Marketing from Zero to One
- 19** Mission: Delegation to Kaohsiung, Taiwan
Roundtable: Building Hong Kong as a Hub for Innovation & Technology
Workshop: TL;DR - Too Long; Didn't Read
- 20** Mission: Delegation to Kaohsiung, Taiwan
Roundtable: Megatrends – Driving Your Business with Digital Transformation
Seminar: Make Use of 2019 New Agreement: Enforce Hong Kong Judgments in Mainland China to Mitigate Risks of Doing Business in the Mainland
Economic Policy Committee Meeting
Networking: Asia & Africa Committee Presents: Cocktail Reception with Consuls General of the Asia-Pacific, African and Middle Eastern regions
- 21** Workshop: Blockchain Turnaround the World
Seminar: Advancing Female Leaders in Asia
- 24** Roundtable: BREXIT: The Right Decision?

- 25** Asia & Africa Committee Meeting
Roundtable: Enhancing Customer Experience with Digital Mobile Solutions
Roundtable: ASEAN Series – Guide to Investing in Cambodia
Networking: Meet the Chamber Chairman
- 26** Training: Interactive Coaching Training for Leaders
Roundtable: Increase Trust in Business
Shipping and Transport Committee Meeting
- 27** Study Tour: HKGCC Exclusive Visit to Hong Kong Ocean Park Marriott Hotel
Environment & Sustainability Committee
Networking: China Committee Cocktail Reception: Celebrating 70th Anniversary of Founding of the People's Republic of China
- 28** Workshop: Meditation Enhances Productivity

July

- 09** Workshop: Dealing with Difficult People
- 10** Mission: YEC Field Trip to Seoul, South Korea
Industry & Technology Committee Meeting
- 11** Training: UNTIL FINALLY™ – Strategic Business Storytelling
- 23** Workshop: WeChat Marketing

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Blockchain Turnaround the World 區塊鏈改變世界

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Outline:

- Basic concept of blockchain
- Various applications of blockchain
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- Taking part in the tokenized economy and making use of community economics
- Successful case studies

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內容：

- 區塊鏈的基本概念
- 區塊鏈的不同應用
- 「分散式信任」和「去中間化」的威力
- 參與代幣經濟和運用社區經濟
- 成功個案分析

Trainer : Emil Chan
導師：陳家豪
Date : 21 June 2019
日期：2019年6月21日
Time : 9:15 a.m. – 12:15 p.m.
時間：上午9時15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 \$850 / Non-member \$1,050
(includes coffee/tea refreshments)
費用：會員\$850 / 非會員\$1,050 (包茶點)

Interactive Coaching Training for Leaders

互動教練指導培訓課程

Studies show that effective coaching can help foster mutual understanding, enhance creativity and develop capabilities by focusing on common goals. Moreover, it can empower leaders and motivate teams to take the initiative.

By the end of this course, participants will:

- Know what coaching is and its core principles
- Reflect on their own listening capacity and conduct pacing with people
- Learn different questioning techniques
- Know how to boost the motivation of staff through acknowledgements

研究顯示，教練指導通過幫助員工專注於目標，有助增進相互理解、提高員工的創造力和能力之餘，還可啟導領袖和激勵團隊採取主動。

完成課程後，參加者將可：

- 了解何謂教練指導及其核心原則
- 反思自己的聆聽能力，並留意與別人進行「同步」(pacing)
- 學習不同的提問技巧
- 了解如何通過給予認可來提升員工的積極性

Trainer : Michelle Leung
導師：梁國恩
Date : 26 June 2019
日期：2019年6月26日
Time : 9:30 a.m. – 5:30 p.m.
時間：上午9時30分至下午5時30分
Venue : HKGCC Theatre, 22/F United Centre
地點：金鐘統一中心22樓香港總商會演講廳
Language : Cantonese
語言：廣東話
Fees : Member \$2,150 / Non-member \$2,650
(includes a comprehensive workbook:
The Three-Minute Coach: Effective
leadership made simple)
(includes coffee/tea refreshments)
費用：會員\$2,150 / 非會員\$2,650
(包綜合作業：《The Three-Minute
Coach: Effective leadership made
simple》乙本) (包茶點)

UNTIL FINALLY™ – Strategic Business Storytelling

扣人心弦™ – 故事...從心出發的 溝通技巧

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- Impress, build trust, and connect with others
- Influence stakeholders, co-workers, and customers
- Communicate corporate values, vision and strategy
- Lead by inspiring and motivating others
- Teach and coach for performance breakthroughs

扣人心弦™ 是一套與商業說故事 (business storytelling) 大師David Hutchens合作開發的培訓課程。學員將從中學懂尋找、收集、打造及演繹一個又一個扣人心弦的故事，從而提升以下能力：

- 令別人留下好印象，建立互信及聯繫
- 說服持份者、同事及顧客
- 傳遞企業價值、願景及策略
- 啟發及激勵別人，創造佳績
- 教授和指導，從而提升表現

Trainer : Dr Harry Wong
導師：黃彥衡博士
Date : 11 July 2019
日期：2019年7月11日
Time : 9:30 a.m. – 5:30 p.m.
時間：上午9時30分至下午5時30分
Venue : HKGCC Theatre, 22/F United Centre
地點：金鐘統一中心22樓香港總商會演講廳
Language : Cantonese
語言：廣東話
Fees : Member \$2,450 / Non-member \$3,500
(includes a comprehensive workbook
valued at HK\$900)
(includes coffee/tea refreshments)
費用：會員\$2,450 / 非會員\$3,500
(包價值港幣900元的綜合作業乙本)
(包茶點)



Emil Chan,
Vice Chairman of Hong Kong New
Emerging Technology Education
Association

陳家豪
香港新興科技教育協會副會長



Michelle Leung,
Executive Coach, COACH A Co. Ltd.

梁國恩
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