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WALKABLE CITY  
易行城市

October 2019

HKGCC: The Voice of Business in Hong Kong

# bulletin

工商月刊

## 探尋在新絲綢之路的角色 Finding a Role on the New Silk Road

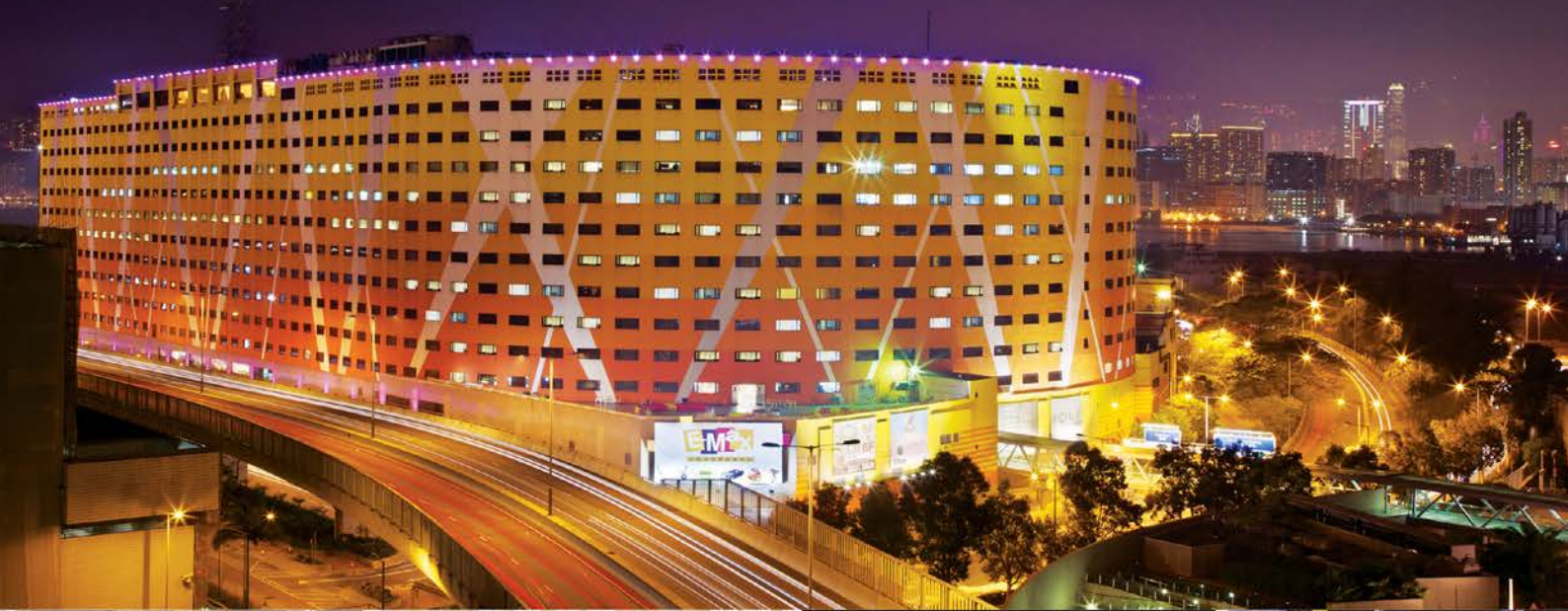
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## Citizens Can Contribute to the Policy Process

More transparency and public consultation in lawmaking will help to heal the divisions in society



## 擴大市民參與政策制定過程

提高立法透明度及增加公眾諮詢，有助修補社會撕裂

香港正值非常時期。動盪持續不止，意味我們距離「一切如常」還有漫漫長路，各行各業亦紛紛受挫。

部分企業的業務受到直接打擊，而能夠倖免的實屬少數，事態的不明朗實在令所有企業都束手無策。

目前，少數激進人士在周末的零星暴力行為未見消滅。不過值得注意的是，過去的無數風浪，香港都一一克服。我們衷心期盼能儘快看到衝突平息，得以開始修補社會撕裂，讓香港重回正軌，繼續邁向和平繁榮的未來。

行政長官將於本月初後發表《施政報告》，屆時定必成為全城焦點。在總商會向政府提呈的建議書中，我們反映了商界對當前動盪局勢的關注，並就多項議題提出長遠建議，例如調整稅制來維持本港競爭力。

在訂立新規例前進行完善的公眾諮詢，是我們其中一項

重點倡議。市民對修訂《逃犯條例》的強烈不滿，實為政府始料不及，結果草案需要撤回。引入更高透明度、更公開的規管影響評估機制，將能儘早讓立法者警覺到市民的憂慮。

短期內的經濟不景氣，中小企往往首當其衝；我們欣見政府推出了支援措施，亦期望當局能夠確保本港中小企能便捷地獲得資助。

提升港人生活質素是我們倡議的另一重點。可負擔的住房供應不足，是引起民怨的長期問題。我們重申，支持土地供應專責小組採取多管齊下的策略，增加短期和長遠的房屋供應。

此外，待塵埃落定，或許政府是時候開始協助社會為2047年及之後做好規劃。對市民和企業來說，這是個重要的議題，需要與各方廣泛對話，才能令社會對未來恢復信心。

These are extraordinary times for Hong Kong. The ongoing upheaval means we are a long way from “business as usual” and companies across a wide range of sectors are suffering.

Some have been hit directly, and few can say they have escaped unscathed, as the uncertainty is making it very difficult for all businesses to make plans.

Right now, the sporadic violence on weekends by a small group of radicals shows no sign of being resolved. However, it is worth remembering that Hong Kong has survived major storms in the past. We truly hope to see the end of the conflict soon, so we can start to heal the divisions in society and get back on track for a peaceful and prosperous future.

All eyes will be on the Chief Executive when she delivers her Policy Address later this month. In our submission to the Government, we reflect the business community's concern about the impact of the current unrest, as well as proposals for the longer term, such as refining our tax system to ensure we stay competitive.

One of our key suggestions is on the importance of proper public consultation before any new regulations are introduced. The strength of citizens' opposition to the now-withdrawn extradition bill took the Government by surprise. Having a more transparent and public regulatory impact assessment

(RIA) mechanism in place would have alerted lawmakers to concerns much earlier.

SMEs are often hardest hit by temporary economic difficulties, and we appreciate the action the Government has already taken to support smaller businesses. We ask that the Government will ensure that Hong Kong's SMEs are able to quickly and easily access the funds they are entitled to.

Improving the quality of life for Hong Kong people is another key point in our submission. The lack of affordable housing is a long-term cause for discontent, and we reiterate our support for the Task Force on Land Supply to carry out a multi-pronged strategy to create more housing in the short term as well as for the future.

Moreover, when the dust settles, perhaps it will be the time for the Government to start helping society plan for 2047 and beyond. This is a key issue on the public's and businesses' minds, and will require extensive dialogue with all parties to help give society confidence in their future.

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## FINDING A ROLE ON THE NEW SILK ROAD 探尋在新絲綢之路的角色



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Hong Kong General Chamber of Commerce  
香港總商會 1861

### The Voice of Business 商界之聲

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



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# Managing Internal and External Threats

Measures to help SMEs will relieve some of the pressure caused by trade war and violent protests



## 應對內憂外患

政府推出措施支援中小企，將可紓緩貿易戰和暴力示威活動帶來的壓力

連月的示威已重挫香港的旅遊及零售業，同時中美貿易戰為本地中小企帶來的影響已經浮現。

業界擔憂經濟前景；有國際品牌暫緩擴充計劃，轉攻為守；更有不少中小企出現經營困難及融資問題。

在內憂外患之際，政府推出支援中小企的新措施，相信能夠協助中小企渡過難關。

根據旅發局的資料，8月訪港旅客人數按年下跌約三成，料之後仍會下滑。另一方面，統計處最新公布的數據顯示，7月份零售業銷售額較去年同期下跌11.4%。為節省成本，不少商店只能考慮裁員甚至結業。

情況長此下去，將增添中小企和打工一族的壓力，甚至飯碗不保。對於僱用人數達27萬人的零售業來說，假如出現結業潮，將影響香港長遠經濟。政府急需為中小企可能出現倒閉及失業率上升等情況，推出有效可行的政策措施。

我多次與財政司司長陳茂波及商經局局長邱騰華等官員會面，反映中小企當前面對的挑戰。中小企缺乏流動資金，即使未來有新訂單，亦會因無法支付基本營運費用，未能接上生意。有見及此，我提出「還息不還本」的方案，以及推出九成信貸的新產品，為中小企提供最高600萬港元貸款，相信可減輕中小企負擔，令企業能夠有更多流動資金，更靈活地應對市場變化。

經濟繁榮有助解決社會民生問題。香港除了要抵禦貿易戰，還要應付種種內憂帶來的挑戰，需要大家「同坐一條船」去獻謀計策。

作為負責任的政府，當局應繼續協助商界應對當前的挑戰，並資助業界拓展新興市場，令大家都能嚐到香港經濟發展的甜頭。

While the demonstrations in recent months have hit Hong Kong's tourism and retail sectors badly, the impact of the trade war between the United States and Mainland China on local SMEs has also started to surface.

Both these issues have caused concern in the business sector over the city's economic prospects, with international brands shifting to a defensive strategy by postponing their expansion plans, and quite a lot of SMEs are experiencing operational and financing difficulties.

At a time fraught with internal and external troubles, we believe the new measures introduced by the Government to support SMEs will help tide them over the difficulties.

According to the Hong Kong Tourism Board, the number of visitor arrivals to Hong Kong fell around 30% in August year-on-year, and the decline is expected to continue. And the latest statistics from the Census and Statistics Department show that retail sales value dropped 11.4% in July from a year earlier. Many shops have been forced to consider laying off staff or even shutting down altogether.

If the situation persists, it will add pressure to SMEs and employees, and even break their "rice bowls." If waves of business closures arise in the retail industry – which employs 270,000 people – the long-term economic development of Hong Kong will be undermined. There is a pressing need for the Government to implement feasible and effective policy measures to cope with SME

closures and an increasing unemployment rate that may emerge.

I have had a number of meetings with officials including Financial Secretary Paul Chan and Secretary for Commerce and Economic Development Edward Yau to reflect the challenges facing SMEs today. The lack of liquidity means that SMEs will not be able to take new orders, because of their inability to pay the basic operating costs. Therefore, I proposed allowing SMEs to repay loans on an interest-only basis for the time being, and the introduction of a new loan guarantee product under which the Government will provide a 90% guarantee on loans to SMEs, to a maximum of HK\$6 million. I believe such measures can ease the burden on SMEs so that they will have greater flexibility to respond to market changes.

Economic prosperity can help address social and livelihood problems. In addition to withstanding the trade war, Hong Kong needs to tackle challenges posed by internal troubles, which requires all of us, who are sitting in the same boat, to provide input and shared insights.

As a responsible government, the Administration should continue to help the business community through the current challenges. It should also help businesses expand into emerging markets, so that everyone in Hong Kong can enjoy the fruits of economic growth.

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Hong Kong Export Credit  
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# 保障在手 Unlock 劃亮全球 Global Export



## 為協助香港出口商應對中美貿易磨擦 香港信保局再延長特別支援措施

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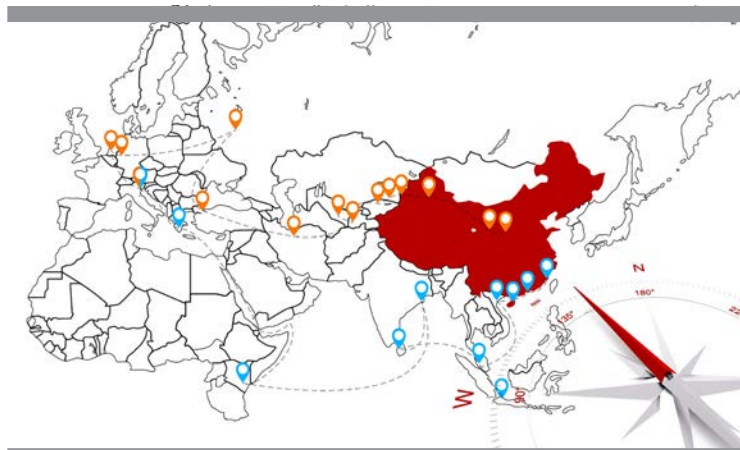
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## Belt and Road Provides Path to New Opportunities

Strong fundamentals and experience as a bridge between cultures put Hong Kong businesses in a good position



### 一帶一路創新機

穩固的基礎，加上作為文化交流橋樑的經驗，令香港企業處於有利位置

今夏官方經濟數據陸續出爐，相信無人會對那些令人沮喪的數字感到意外。

當中又以入境旅客人次下跌的影響尤甚；據聞有員工被迫放無薪假，部分公司甚至結業，嚴重損害經濟民生。我們誠盼這個令人擔憂的趨勢不會持續下去。

但在動盪背後，本港的基礎一如既往般牢固，令人欣慰。從自由經濟、健全的銀行網絡、法治、地理位置到高質的專業人士，香港賴以成功的要素維持穩健。

這些基礎扎根於香港作為環球樞紐及中國門戶的角色。作為一個中西薈萃的城市，我們一直充當不同國家和文化的橋樑。隨著一帶一路建設持續推進，這些技能和專門知識亦將有利香港發展。

在一帶一路倡議下，許多新市場正招商引資，又或需要香港為他們提供本港固有的技能和專業知識，而不少本港企業

亦正尋求進一步走出去，讓業務更上層樓。

然而，一帶一路投資不無挑戰；皆因其規模之大，要覓得商機談何容易？此外，很多具投資潛力的一帶一路目的地，亦位於發展中經濟體或未開發的偏遠地區。本會的一帶一路工作小組致力協助會員（尤其是中小企）探索這些新領域。除了邀來全球各地、各行各業的會員貢獻所長，我們還接待海外的官員和商家，更會率團赴外地發掘新商機。

就此，我們將於12月舉行加納及摩洛哥商務訪問團。兩國都充滿經濟活力，而且在非洲的一帶一路戰略中扮演日益重要的角色。此行的參加者將有機會與高級官員面談，考察當地企業。非洲擁有人口結構優勢，有潛力發展成為消費市場和製造基地，而一帶一路倡議正好提供一個理由，讓我們進一步探索這些市場。我們期待團員回港後，與一眾會員分享此行的所見所聞，以及期間取得的成果。

As the official economic statistics for the summer months start to appear, no one will be surprised that they make for very gloomy reading.

The drop-off in visitor arrivals in particular has already had an impact, and we have heard reports of staff being asked to take unpaid leave, and even of some business closures. We sincerely hope that this worrying trend does not gain momentum, as the effects on people's lives, as well as the broader business impact, would be devastating.

But underneath the turmoil, we can take some comfort in the fact that our fundamentals are as strong as ever. From our free economy, robust banking network and the rule of law to our geographical location and skilled professionals, the attributes that have made the city such a success remain solid.

These fundamentals have been built on Hong Kong's role as a global hub and as the gateway to China for businesses from around the world. As the city where East meets West, we have long acted as a bridge between different countries and cultures. These skills and expertise can also play in Hong Kong's favour as the Belt and Road Initiative grows and evolves.

The BRI presents new markets that are seeking investment or are in need of the sort of skills and expertise that we have here in Hong Kong, and many companies are looking further afield for growth.

However, BRI investment is not without its challenges. Because it is such a huge initiative, it is not easy to see where the opportunities are. Many of the BRI destinations with potential for investment are also in developing economies or unexplored territory that is not easy to access.

Our BRI Working Group is tasked with helping members, especially SMEs, explore these relatively uncharted waters. In addition to tapping into our very broad membership with expertise from all corners of the world, we also meet officials and businesspeople from overseas, and lead missions abroad to find new opportunities.

On this topic, we will be running our business mission to Ghana and Morocco in December. Both countries are dynamic economies and increasingly important in Africa's BRI aspirations. The visit will give participants the opportunity to meet senior officials and visit businesses on the ground. Africa's favourable demographics offer potential consumer markets as well as an alternative manufacturing base, and the BRI is providing a reason to explore such markets further. We look forward to hearing all the details from the participants when they return from this exciting trip, and sharing their findings with all of our members.

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# Finding a Role on the New Silk Road

## 探尋在新絲綢之路的角色

**More than 2,000 years ago, traders first traversed what would become known as the Silk Road – a network of land and sea routes that enabled the exchange of goods, ideas and culture between China and Europe, Asia, Africa and the Middle East.**

The Central Government's Belt and Road Initiative, launched in 2013, aims to build a new Silk Road by improving connectivity along these routes and beyond, and, ultimately, to create greater economic opportunities and prosperity for all. Today, more than 150 countries and organizations have signed up to the BRI.


"We hope that Hong Kong can play an important and growing role as the Belt and Road develops," said Chamber Chairman Aron Harilela. "It is a huge and ambitious initiative, and accessing the opportunities may take some effort. But we should not be put off. Hong Kong has long been a connector between countries and cultures, and we

can leverage this experience as the BRI develops."

Some of the flagship BRI projects to date are major infrastructure developments, such as the Gwadar port in Pakistan and train lines from China to Thailand and Laos. One criticism of the BRI has been that opportunities seem to be limited to the Mainland's SOEs.

Another criticism, as Andrew Wells, Convenor of the Chamber's Belt & Road Working Group, pointed out, is that it is just a branding exercise. For example, a hotel project in Vietnam that was going ahead already now falls under the BRI umbrella. However, these criticisms have receded.

"I think the position has changed very substantially in this regard," Wells said. "Those two ideas – or misperceptions – are not quite so prevalent." This is partly because awareness of the BRI has increased as the initiative has grown in size and scope.



As the Belt and Road Initiative grows in size and scope,  
a wide range of opportunities are emerging for Hong Kong businesses  
willing to explore uncharted waters

「一帶一路」倡議的規模和範圍不斷擴大，  
香港企業只要願意探索這個未知領域，便會發現機遇處處

"Another thing is that we have a deeper understanding of the role of the AIIB, which, under the leadership of Jin Liqun has become an effective and respected institution," he added.

Although the Asia Infrastructure Investment Bank (AIIB) is not directly connected to the BRI, this multilateral institution, proposed by China in 2013, has some overlap in its aims to fund infrastructure projects.

### Professional services

So where are the opportunities for Hong Kong businesses? Wells pointed to the legal sector, and to arbitration in particular. "That's an obvious one, because with major projects you need a dispute resolution mechanism based in a common law jurisdiction like Hong Kong. And leveraging that is very good for our legal services industry."

Speaking at the Belt and Road Summit on 12 September, Thomas ST So, Chairman of the Belt and Road Committee at The Law Society of Hong Kong, also said that Hong Kong can be an important centre for BRI arbitration.

"If people have a problem too difficult they will go to their lawyers," he said. "Opportunities always come with challenges."

So added that Hong Kong professionals can also help investors manage legal risks, protect their intellectual property and raise finance.

Petrina Tam, Chairman of the Chamber's China Committee, has noted the evolution of the BRI.

"In the early years of the Belt and Road, the initiative seemed to be dominated by SOEs," she said. "However, this is no longer the case, and we are now seeing private investment playing a significant role, including from major companies like Tencent and Alibaba."

BRI projects tend to be long-term investments, and are increasingly following the public-private partnership model, she added. This is providing opportunities for professional services, particularly companies that already have networks of offices and partners in BRI countries.

"Professional services firms can provide clients with information about the regulations and culture of Belt and Road countries, and help with structuring work, due diligence, financial modelling and internal control work."

There is increasing integration of local people in BRI projects, and professional services firms can also train local staff to manage the projects in the longer term, Tam added.

### SME opportunities

While global corporations have the resources and networks to explore BRI markets, it is understandable that SMEs may feel "locked out" of the opportunities. But a number of speakers at the Belt and Road Summit showed that it is possible for SMEs to make a success of BRI investment.

Pauline Ngan, Deputy Chairman and Managing Director, Mainland Headwear Holdings, shared her story. A traditional manufacturer of hats, the company decided to venture out of the Mainland due to the "new normal" conditions at home and the opportunities emerging under the BRI.

Ngan gave a frank account of her experience in setting up in Bangladesh. On the positive side, costs are low and people have the skills for the textile sector. On the other hand, the company faced many challenges. "The infrastructure is really underdeveloped – so power, water and gas were all in short supply," she said. "Bureaucracy is slow, all laws and regulations are written



**"Hong Kong has long been a connector between countries and cultures, and we can leverage this experience as the BRI develops."**

**– Aron Harilela,  
Chamber Chairman**



in the local language, and low standards of education means that communication is difficult.”

However, from a small factory, the company now employs 6,500 people, and hopes to soon have 10,000. Recent external events have also confirmed that it was the right decision.

“If we hadn’t taken that step, the trade war would have killed us off,” Ngan said. “The U.S. is 80% of our market. If we hadn’t gone global at the start of the Belt and Road Initiative, I wouldn’t be talking to you today.”

Lena Ng is Chief Investment Officer at AMATA Corporation, a Thai-based company that specializes in building industrial estates. She explained the benefits for SMEs of being based in such parks when they explore new BRI markets, including reliable power supply, help with permits and administrative

matters, and tax incentives are often available.

Speaking at the same session, Li Yadong, Assistant President, China Merchants Group, also spoke on the benefits of using industrial parks. “It is very often perceived that only the big enterprise will enjoy the opportunities, but I think there is more for SMEs.”

He said that China Merchants Group has four major overseas parks, including in Belarus, Laos and Djibouti, adding that the company acts like a “ship that carries SMEs on board.”

Even Ngan, who went in to Bangladesh “with a cart and a donkey,” agreed, saying: “Of course, you should go with an industrial park.”

### **Evolving initiative**

Another point worth noting is that the emergence of more

opportunities for SMEs is a natural part of the process as more projects get the green light and as understanding of the BRI grows.

“This progression from the SOE perception to an SME-favourable perception is an inevitable one,” said Wells from HKGCC. “It is also because you do need to have the heavy infrastructure first. You need to have ports and roads before you can start to build hotels.”

Construction requires architecture and design expertise, for example, and, once projects are under way, the large numbers of workers will require everything from education and medical services to housing, retail and leisure.

### **Destination choice**

Another challenge of the BRI is that there is a lot of choice in terms of location. Hong Kong’s closest neighbours, such as the



**“In the early years of the Belt and Road, the initiative seemed to be dominated by SOEs. However, this is no longer the case, and we are now seeing private investment playing a significant role.”**

**– Petrina Tam, Chairman of the Chamber’s China Committee**

ASEAN countries, may seem like the obvious place to start. Ng from AMATA recommended Laos, Myanmar, Cambodia and Thailand.

“Why these four? They are emerging opportunities with regards to the supply of goods that are in demand and a huge growing population,” she said. “They are looking at huge infrastructure opportunities. If you are in infrastructure, food production or the innovation space, this market will be very interesting.”

Wells, however, noted that many Hong Kong companies will already have an ASEAN strategy in place, and suggested the Middle East, Central Asia, Africa, and possibly Eastern Europe and Russia. In Africa, for example, there is huge need for infrastructure and, once that infrastructure is in place, there will be many more related opportunities.

He recommended that investors should actually go to the country concerned for the best insight of potential investment opportunities. The Chamber’s upcoming Mission to Ghana and Morocco, from 3-11 December, for example, will give participants the opportunity to find out what is happening on the ground in both of these dynamic and growing economies.

“We see the Chamber mission as a great way to meet officials and explore a potentially large market that it would be difficult to access otherwise,” Wells said.

Besides the mission, the Chamber has organized a series of meetings and roundtables, to help members learn more and make contacts with businesspeople in this region.

Chamber CEO Shirley Yuen said that the more unfamiliar destinations on the Belt and Road may seem daunting, particularly to SMEs, but that the Chamber could be of assistance.

“We hope that investors who are interested in exploring the BRI will tap in to the deep and diverse range of experience we have among our membership, as well as our role as a platform to meet officials and experts from around the globe,” she said. “The BRI continues to develop, and we believe Hong Kong businesses are in an excellent position to take advantage of these new opportunities as they emerge.”

**“I think the position has changed very substantially in this regard, those two ideas – or misperceptions – are not quite so prevalent.”**

**– Andrew Wells, Convenor of the Chamber’s Belt & Road Working Group**



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二千多年前，商人首度穿越現今所稱的「絲綢之路」——貫通中國與歐亞非三洲和中東、促進沿線商品、思想和文化交流的海陸網絡。

中央政府於 2013 年提出「一帶一路」倡議，旨在建設一條新的「絲綢之路」，改善沿線及更遠地區的互聯互通，從而為各方創造更多的經濟機遇，共享繁榮。時到今天，已有 150 多個國家和組織簽署了「一帶一路」倡議。

總商會主席夏雅朗表示：「我們希望香港可以在『一帶一路』的發展中發揮與日俱增的重要作用。這是一項宏大、進取的倡議，要取得機遇，難免要付出努力，但我們不應因而卻步。長久以來，香港一直充當不同國家與文化的聯繫人，隨著『一帶一路』持續發展，我們大可利用這一經驗。」

迄今為止，部分「一帶一路」旗艦項目為重要的基礎建設，例如巴基斯坦的瓜達爾港，以及連接中國、泰國和老撾的鐵路。外界對「一帶一路」倡議的其中一項批評，是機會似乎僅限於內地的國有企業。

總商會一帶一路工作小組召集人華賢仕指出，亦有批評指倡議只是一項品牌活動。例如，越南早前開展的一個酒店項目現已劃入「一帶一路」倡議的範疇。然而，這些批評已逐漸消滅。

他說：「我認為這種立場已大幅改變。這兩個觀點——或誤解——並不太普遍。」部分原因是「一帶一路」倡議的規模和範圍日漸擴大，令外界對其認識亦有所增加。

他補充：「另外，我們對亞投行的角色有更深入的了解；在行長金立群領導下，亞投行已成為高效且備受尊崇的機構。」

儘管亞洲基礎設施投資銀行（亞投行）與「一帶一路」倡議並沒有直接的關係，但中國於 2013 年倡設這一多邊機構，旨在為基建項目提供資金支持，在目標上有所重疊。

### 專業服務

那麼，香港企業的機遇何在？華賢仕



認為是法律領域，尤其是仲裁服務。他說：「這是顯而易見的，因為大型項目要有建基於香港等一類普通法司法管轄區的糾紛調解機制，而採用這個機制對我們的法律服務業甚為有利。」

香港律師會「一帶一路」委員會主席蘇紹聰在 9 月 12 日的「一帶一路高峰

「一帶一路」倡議的演變。她說：「在『一帶一路』的早期階段，倡議似乎由國有企業所支配，但現況已不然。我們現在看到私人投資正發揮重要作用，其中包括來自騰訊和阿里巴巴等大型公司的投資。」

她補充，「一帶一路」項目往往是長期投資，而且日益採用公私合作模式。

**「長久以來，香港一直充當不同國家與文化的聯繫人，隨著『一帶一路』持續發展，我們大可利用這一經驗。」**

——總商會主席夏雅朗

論壇」上亦表示，香港可發展成為「一帶一路」的重要仲裁中心。

他說：「當人們遇到難以解決的問題，就會找律師協助。機遇往往與挑戰並存。」

蘇紹聰續稱，香港專業人士還可協助投資者管理法律風險、保護知識產權和籌集資金。

總商會中國委員會主席譚唐毓麗談及

這為專業服務業帶來機遇，特別是在「一帶一路」國家已設有辦事處和合作夥伴網絡的公司。

她說：「專業服務公司可為客戶提供『一帶一路』沿線國家的法規和文化資訊，並協助進行架構設計、盡職審查、建立財務模型和內部控制工作。」譚唐毓麗補充，愈來愈多本地人參與「一帶一路」項目，長遠而言，專業





服務公司亦可培訓本地員工管理這些項目。

### 中小企機遇

跨國企業有各種資源和網絡開拓「一帶一路」市場之際，中小企業卻可能會覺得被「拒諸門外」，與機遇無緣，這實在可以理解。然而，在「一帶一路高峰論壇」上，多位講者的經驗都說明了中小企業亦有能力在「一帶一路」投資上取得成功。

飛達帽業控股有限公司副主席兼董事總經理顏寶玲分享自身經歷。面對國內的「新常態」和「一帶一路」倡議開創的機遇，作為一家傳統的製帽商，該公司決定衝出內地。

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顏寶玲坦誠地分享了她在孟加拉創業的經驗。好的方面，該國成本低廉，而且人民擁有紡織技能；另一方面，公司卻面臨種種挑戰。她說：「當地基礎設施十分落後，連水電煤的供應都嚴重不足。加上官僚制度拖慢行事效率，所有法律法規一概以當地語言編寫，而教育水平偏低，亦令溝通困難。」

然而，該公司由一家小型工廠，發展到如今聘有 6,500 名員工，並可望在不久將來增加至一萬人。最近的外圍事件亦證明，這是正確的決定。

顏寶玲表示：「假如我們當初沒有踏出這一步，貿易戰足以殺我們一個措手不及。」她解釋：「美國佔我們八成市場。要是我們沒有在『一帶一路』倡議開展之初便衝出國際，那麼我今天就不會在此跟你們分享經驗。」

黃春順為安美德集團首席投資官；該公司專門從事工業邨建設，總部設於泰國。她解釋，中小企開拓「一帶一路」新市場時，入駐這類園區的好處包括有可靠的供電、許可證及行政支援，以及園內往往提供稅務優惠。

同場的招商局集團總經理助理李亞東也講解工業園的好處。他說：「人們常常認為，只有大企業方可享有商機，但我認為中小企可得的機遇更多。」

他說招商局集團有四大海外園區，包括位於白俄羅斯、老撾和吉布提的工

**「在『一帶一路』的早期階段，倡議似乎由國有企業所支配，但現況已不然。我們現在看到私人投資正發揮重要作用。」**

——總商會中國委員會主席  
譚唐毓麗

**「我認為這種立場已大幅改變。這兩個觀點——或誤解——並不太普遍。」**

——總商會一帶一路工作小組召集人  
華賢仕



業園，而其公司就好比「載運中小企的一艘船」。

甚至當年隻身遠赴孟加拉創業的顏寶玲亦認同：「落戶工業園當然最好不過。」

#### 倡議持續推進

另一點值得注意的是，隨著愈來愈多項目獲開綠燈，以及市場對「一帶一路」倡議的認識日深，自然有更多機遇湧現，中小企應好好把握。

總商會的華賢仕表示：「外界對倡議的觀感，從國有企業主導到有利中小企參與，這個趨勢無可避免。」他解釋：「這是因為先要有港口和道路等大型基礎建設，才能夠開始興建酒店。」

舉例說，建設工程需要專業的建築和設計技術，而在項目施工期間，也要為大量工人提供培訓、醫療服務、住房、零售和休閒設施等。

#### 投資選址

「一帶一路」的另一挑戰，是有大量投資地點可供選擇。最接近香港的鄰近地區如東盟國家，似乎是合適的起點。安美德集團的黃春順推薦老撾、緬甸、柬埔寨和泰國。

她說：「為何是這四個國家？他們對商品需求殷切，而且擁有龐大、日益增長的人口。」她續稱：「他們正尋求開展大型基建。若然你從事基礎建設、食品製造或創新產業，這個市場前景十分可觀。」

不過，華賢仕指出許多香港公司已制定了東盟策略，並建議投資中東、中亞、非洲，甚至東歐和俄羅斯。以非洲為例，當地對基建需求甚殷，而基建落成啟用後，也將帶來更多相關的機遇。

他提議投資者親身到訪有關國家，深入探索潛在的投資機遇。例如，總商會將於 12 月 3 日至 11 日率團訪問加納和摩洛哥，屆時參加者將有機會了解這兩個充滿活力、日益增長的經濟體的發展實況。

華賢仕說：「總商會考察團提供一個良機，讓團員與當地官員會面，探索這些較難進入的龐大潛在市場。」

除了組織考察團，總商會還舉辦一連串的會議和午餐會，協助會員進一步掌握該區的資訊，與區內的商家聯繫交流。

總商會總裁袁莎妮表示，「一帶一路」沿線較冷門的目的地可能令人卻步，尤其對中小企而言，但總商會樂意提供協助。

「我們希望有意探索『一帶一路』的投資者能夠善用總商會會員深入而廣泛的經驗，以及本會提供的平台，與全球各地的官員和專家會談交流。」她補充：「隨著『一帶一路』倡議持續推進，我們認為香港企業享有絕佳的優勢，能夠好好把握這些新湧現的機遇。」

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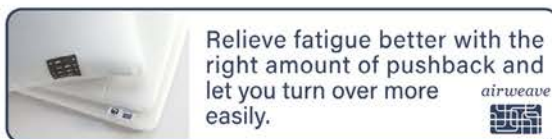
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Fly into tomorrow.

The Chamber recently submitted its suggestions to the Chief Executive ahead of her upcoming Policy Address, in areas including creating a more transparent lawmaking process and improving quality of life. Below is an edited version – you can read the full submission on our website or the HKGCC app

總商會近日就行政長官即將發表的《施政報告》提呈建議，包括建立更透明的立法程序和改善生活質素等。以下為經編輯版本，閣下可於本會網站或HKGCC流動應用程式詳閱建議書全文



# Policy Priorities Amid Challenging Times

**The forthcoming year will be a particularly challenging one, as Hong Kong has been beset by major challenges from within and without.**

The dragged-out Sino-U.S. Trade War and ongoing social upheaval have given rise to a “perfect storm” that will require a mix of courage, leadership, pragmatism and empathy to help steer Hong Kong through the political and economic troubles that we now face.

**Transparent and Inclusive Policy-making Process**

We welcome the announcement made by the Chief Executive on 9 July that there will be a major and substantive review of the manner in which the Government consults and collects feedback from the public. Transparency and proper public consultation are key to obtaining the public’s support for proposed policy initiatives.

The fact that, in the case of the Extradition Bill, these

fell well short of the usual standard which Hong Kong citizens have rightfully come to expect, was in our view a major factor which triggered the current public discontent. Other than the Extradition Bill, there are also notable examples of well-meaning but potentially disruptive legislative proposals, which include the Vacancy Tax; statutory cooling-off period for beauty and fitness services consumer contracts; raising penalties under the Occupational Safety and

Health Legislation; and the Smoking (Public Health) Ordinance.

**More specifically:**

The reasons for the policy initiative in question should be spelt out clearly in a well-publicized consultation paper. There should also be a widely-publicized media release inviting comments on the consultation paper. In other words, a proper, evidence-based regulatory impact assessment (RIA)



# 訂立施政重點 共同應對時艱

should be conducted before any new policy measure is introduced, a mechanism which we have been advocating for the last few years.

In terms of the period of public consultation, the norm should be three months (as is usually the case at present). If there are genuinely urgent factors which necessitate a shorter consultation period, these should be spelt out in the media release inviting comments on the consultation paper. An

integral and important aspect of RIA is to allow citizens and stakeholders to participate in policy-making.

## **Improve Quality of Life**

The recommendations given in the consultation report issued by the Task Force on Land Supply earlier this year should be implemented as a matter of priority, to provide more affordable homes. We support reclamation as an effective means of creating land supply, but given the amount of time

associated with the process, a multi-pronged strategy as advocated by the Task Force should be adopted to provide new homes as soon as practicable.

We continue to advocate the need for the Government to incorporate decisive and effective policies to create a cleaner and healthier environment in the interest of enhancing Hong Kong's overall competitiveness and, on a more global scale, contribute to the fight against climate change.

**A proper, evidence-based regulatory impact assessment (RIA) should be conducted before any new policy measure is introduced.**

Consideration should also be given to reducing our carbon footprint, which is an important challenge facing the whole world. Hong Kong should play its part, as the Council for Sustainable Development has advocated in its public engagement exercise.

We support the Government's initiative of levying a fee to reduce municipal solid waste and encourage recycling. The Government should also set ambitious but realistic environmental targets (in such areas as decarbonization, better air quality and reduction in solid waste) while allowing sufficient time for the community and businesses to adjust and plan ahead.

## **Support the Local Economy**

More interim relief measures should be implemented to help individuals and businesses, especially SMEs, weather difficulties caused by falling confidence and a challenging operating environment.

We would like to highlight one particular aspect of government funding support that would benefit from a major review. This concerns the considerable difficulties associated with the application process.

To address this, we suggest that government recast its funding programmes as matching funds, and defer

screening responsibilities to its partners in the private sector.

Over the longer term, Hong Kong should also initiate more discussions on free trade agreements or investment agreements with other markets to offset the negative impacts of growing trade protectionism.

### Capitalise on the Greater Bay Area and Belt & Road Initiatives

These two national initiatives continue to offer considerable market and employment opportunities to Hong Kong in its capacity as an international financial and services centre under the framework of “One Country, Two Systems.” We should continue to leverage on our intrinsic comparative advantages to capture opportunities arising from these policy initiatives through better integration with the other cities in the GBA, and by supporting the Mainland’s outreach programmes to markets along the Belt & Road.

Regarding the GBA, there are a number of areas in which Hong Kong could assume an important role. These include developing the SAR into a data centre hub, strengthening our standing as a leading international financial centre, capitalizing on our capabilities as a major aviation, maritime shipping and logistics hub,

and providing a test-bed for Smart City initiatives that can be replicated across the region.

The Government should ensure that businesses and the public are fully aware of the benefits of these initiatives and how they can participate.

The Government should play a greater role in helping more Mainland enterprises to use Hong Kong as a platform, or partner with Hong Kong enterprises, to develop global, Belt and Road, and ASEAN businesses.

In the area of aviation, focus should be given to allocating more airspace for civil aviation use, single management of airspace across the GBA and introducing more direct

flights to increase passenger and cargo flows. The Government should review air service agreements in the interest of consolidating Hong Kong’s role as a super-connector for Belt and Road countries.

The Government should also take the lead in promoting the harmonisation and unification of the digitisation of trade transaction requirements, through the implementation of information technology platforms.

We should continue to be mindful of the need to preserve and nurture Hong Kong’s distinct strengths and unique capabilities. The Government should give greater prominence to its commitment to upholding

“One Country, Two Systems” as a way to promote international and local confidence in Hong Kong.

### Enhance Tax Competitiveness

There are number of issues that the Tax Policy Unit (TPU) should address as a matter of priority.

#### • New Economic Substance Requirements in Low-Tax Territories

Hong Kong companies registered in BVI, the Cayman Islands and Bermuda are affected by the new economic substance requirements. At issue is the difficulty in applying for a Certificate of Residence (CoR) from the Inland Revenue Department (IRD) for Hong Kong companies registered in





these territories, particularly those which do not have a tax treaty with Hong Kong. We suggest that consideration be given to (1) extending the validity of CoR beyond jurisdictions with which Hong Kong entered into bilateral treaties to signatories of multilateral agreements, and/or (2) amending the Companies Ordinance to allow the re-domiciliation of foreign-registered companies in Hong Kong.

#### • Super Deduction for R&D Expenses

The ability to enjoy super-deduction of qualifying R&D expenses is to some extent curtailed due to the narrow definition of qualifying activities and geographical scope. We suggest that existing provisions should be reviewed to support R&D by

Hong Kong companies not only within the SAR's borders, but also throughout the Greater Bay Area.

#### • Review the Tax on Spirits

Since 1994, liquor with an alcoholic strength of 30% or above is taxed at 100% based on its declared import value. This has remained the case while most developed economies have since shifted towards a taxation system based on alcoholic content. According to a Benchmarking Exercise completed in January 2019, a reformed spirits tax could generate as much as HK\$1 billion in additional benefits for Hong Kong's economy in the first year of implementation. We therefore suggest replacing the existing tax on spirits to a formula based on the alcohol content, regardless of its import price.

This would benefit a wide cross-section of the local economy including auctions, premium tourism, gastronomy and entertainment, luxury retail, conventions, education and logistics. Such a change would also be timely in helping the retail and tourism sectors weather increasing challenging operating conditions due to the effects of the China-U.S. trade war and local unrest.

### 未來一年尤其艱巨，因為香港受到內外挑戰困擾。

持續多時的中美貿易戰和社會衝突未見平息，形成了一股「完美風暴」；這需要集合勇氣、領導力、務實作風和同理心，來帶領香港走出當前的政治和經濟困局。

### 透明、包容的政策制訂過程

我們歡迎行政長官於7月9日宣布將全面檢討政府諮詢和收集民意的方式。透明度和妥善的公共諮詢是政策倡議取得公眾支持的關鍵。

事實上，就《逃犯條例》修訂草案而言，政府在這兩方面的表現都遠遠低於香港市民合理期望的慣常標準，我們認為這是觸發當前社會不滿的主因。用意良好但具潛在破壞力的立法建議除了有《逃犯條例》修訂草案，其他顯著的例子還包括：開徵空置稅；就美容和健身服務消費合約設法定冷靜期；提高職業安全及健康法例罰則；以及吸煙（公眾衛生）條例。

### 更具體措施：

政府應廣泛宣傳諮詢文件，闡明政策倡議的目的，同時廣泛發放新聞稿，邀請各界就諮詢文件發表意見。換言之，當局在引入任何新政策措施前，應先進行妥善、有據可依的規管影響評估，這正是我們過去數年一直倡設的機制。

至於公眾諮詢期，一般應為三個月（正如目前的常見做法）。如有迫切原因令諮詢期必須縮短，則應透過新聞稿加以說明。規管影響評估一個不可或缺的重要部分，是容許市民和持份者參與制定政策。



## 改善生活質素

土地供應專責小組於今年年初發表了諮詢報告，當中提出的建議應該優先落實，務求提供更多可負擔的居所。我們支持填海作為創造土地供應的有效方法，但由於填海過程需時，政府應採納專責小組提倡的多管齊下策略，在可行情況下盡快增建房屋。

我們繼續促請政府引入果斷、有效的政策，締造更潔淨、更健康的環境，以提升本港的整體競爭力，並為應對全球氣候變化出一分力。

當局還應考慮減少碳足跡。面對這個嚴峻的全球挑戰，正如可持續發展委員會在其發表的公眾參與文件提倡，香港應當出一分力。

我們支持政府提出推行都市固體廢物收費計劃，以減少廢物和鼓勵回收。政府亦應制訂進取而務實的環保目標（在減碳、改善空氣質素和減少固體廢物方面），同時讓社會和商界有充足的時間作出調整和提前規劃。

## 支持本地經濟

面對市場信心下跌和營商環境充滿挑戰，當局應推出更多臨時紓困措施，協助個人和企業（特別是中小企業）渡過難關。

我們想強調一點，就是政府提供的財政資助涉及的申請程序有需要進行重大檢討，因為企業要經歷重重關卡，方可獲得資助。

為解決這一問題，我們建議政府把此等資助計劃重整為配對基金，並委託私營界別的合作夥伴進行篩選。

長遠而言，香港亦應就自由貿易協定或投資協議與更多其他市場展開討論，以抵銷貿易保護主義不斷升溫的負面影響。

### 當局在引入任何新政策措施前，應先進行妥善、有據可依的規管影響評估。

## 充分利用大灣區和「一帶一路」倡議

香港作為國際金融及服務中心，在「一國兩制」框架下，這兩項國家倡議繼續提供可觀的市場和就業機會。我們應繼續利用本港固有的相對優勢，加強與大灣區內其他城市融合，以及支持內地與「一帶一路」沿線市場合作，從而把握這些政策倡議帶來的機遇。

就大灣區而言，香港可在多方面發揮舉足輕重的作用，包括發展特區成為數據中心樞紐、加強我們作為領先國際金融中心的地位、充分利用本港作為主要航空、航運和物流樞紐的能力，以及充當智慧城市措施的試點，再推廣至區內其他城市。

政府應確保商界和公眾充分了解這些措施的效益，以及他們可如何參與其中。

政府應發揮更大作用，協助更多

內地企業利用香港作為平台，或與香港企業合作，拓展環球、「一帶一路」及東盟業務。

航空方面，焦點應集中在增加民航航空域分配、在大灣區實施單一空域管理，並開通更多直航，以增加客流和貨流。就此，政府應檢討航空服務協定，以鞏固香港作為「一帶一路」國家的超級聯繫人角色。

當局亦應透過構建資訊科技平台，牽頭促進電子化貿易交易規定協調一致。

我們應繼續著力保存及發展香港的獨有優勢和專長。政府應堅守其維護「一國兩制」的承諾，以加強國際及本地社會對香港的信心。

## 提升稅務競爭力

稅務政策組應優先處理若干議題。

### • 低稅地區的新經濟實質法規

英屬維爾京群島、開曼群島和百慕達落實新經濟實質法規，在當地註冊的香港企業備受影響。問題在於，在上述地區（尤其未與香港訂立稅務協定的地區）註冊的港企，難以向稅務局申請居民身分證明書。我們建議政府考慮（1）把居民身分證明書的適用範圍，從與香港訂立了雙邊協議的司法管轄區，延伸至多邊協議的締約方，及／或（2）修訂

《公司條例》，容許海外註冊的企業改為在香港註冊。

### • 開支額外稅務扣減

合資格活動及地域的定義狹隘，在某程度上限制了納稅人享有研發開支額外稅務扣減。我們建議審視現行規定，以支持香港境內以至大灣區內港企進行研發活動。

### • 檢討烈酒稅

自1994年起，凡酒精濃度達到30%或以上的酒類，須按其進口申報價值的100%徵稅。此做法一直維持至今，惟大部分發達經濟體均已改用按酒精含量徵稅的制度。根據2019年1月完成的一項基準評定工作，烈酒稅改革可在落實首年為香港帶來高達10億港元的額外經濟收益。因此，我們建議改用以酒精含量而非進口價格為基礎的徵稅公式，取代現行烈酒稅制度。

此舉將廣泛惠及本地經濟的不同界別，包括拍賣、高級旅遊、美食及娛樂、奢侈品零售、會議、教育，以及物流業；在中美貿易戰及本港社會動蕩之際，亦能適時協助零售及旅遊業應對日益艱難的營商環境。





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**These days, there is no lack of gloomy warnings on the global economic slowdown, as well as headlines reporting that the Chinese economy is growing at its slowest pace in nearly three decades.**

At the same time, world leaders and central bankers seem to have developed a kind of recession-phobia that has resulted in a determination to fight any potential economic downturn.

At its September meeting, the European Central Bank decided to cut the interest rate on the deposit facility further into negative territory, and restart its EUR2.6 trillion (HK\$22.4 trillion) asset purchase programme at a monthly pace of EUR20 billion, starting from 1 November. The programme does not come with an expiry date and is expected to run for "as long as necessary."

On the other side of the Atlantic Ocean, the Federal Reserve in July reduced its target federal funds rate for the first time in more than a decade, in what Chairman Jerome Powell called a "mid-cycle adjustment."  
The Fed

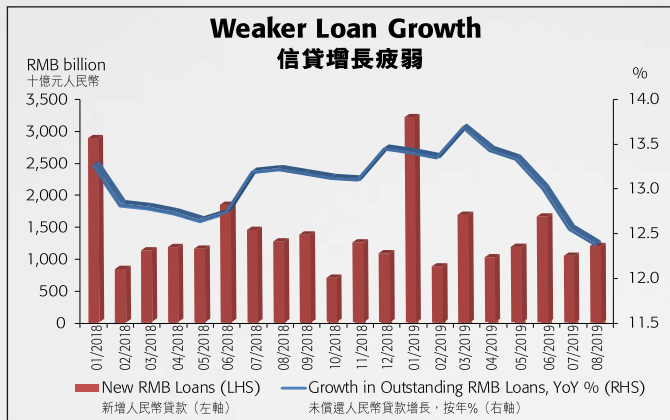
# Battening Down the Hatches 嚴陣以待

From interest rate cuts to stimulus programmes, measures against choppy seas are being rolled out by major economies

從減息到刺激經濟方案，主要經濟體推出措施應對波瀾起伏的經濟環境



Figure 1 圖一



Source 資料來源: CEIC

subsequently lowered the rate again in September by another 25 basis points to 1.75%-2%, despite the unemployment rate in the U.S. remaining at a near-historic low of 3.7% in August.

As for Mainland China's economy, an array of measures has been introduced to spur growth, which eased to 6.2% in the second quarter from 6.4% in the previous quarter, amid the escalating trade tensions between China and the U.S. since early 2018. The trade war has come about at a time when the Chinese economy has already been on a slowing trajectory for almost a decade.

In September, the People's Bank of China (PBoC) reduced the amount of cash that banks must hold by lowering the reserve requirement ratio, injecting RMB900 billion (HK\$993 billion) into the market during September to November so as to increase liquidity. That was the third similar move this year, indicating that policymakers at PBoC are increasingly worried about the current state of the economy, as growth in outstanding RMB loans has softened in recent months despite monetary easing (Figure 1). Meanwhile, the one-year Loan Prime Rate was reduced narrowly from 4.25% to 4.2%.

The reason behind the slower credit growth is twofold. First, banks are reluctant to lend because of the expected higher default risk as the economy is slowing. Second,

corporate demand for capital is sluggish as companies are delaying major investment until the outlook is clearer. Therefore, monetary easing alone may not be sufficient to stimulate the real economy. On the fiscal front, the Central Government announced in March a package including cuts in taxes and other fees that aims to save businesses about RMB2 trillion.

Highlights among these measures include: the value-added tax rate covering the manufacturing sector was cut from 16% to 13% effective from 1 April, and the share of enterprise contributions to employees' insurance was also reduced from 20% to 16% starting 1 May.

Consequently, the fiscal balance fell into deficit earlier this year than it did last year, with a year-to-date deficit in July of RMB1.8 trillion, more than tripling the amount recorded a year earlier (Figure 2).

Compared to the 4-trillion RMB stimulus programme – including mega infrastructure projects – implemented during the global financial crisis that was later regarded as the culprit contributing to industrial overcapacity and piling up of debt, tax cuts should have less negative side effects in terms of resources misallocation.

Although the Central Government initially refrained from returning to its old recipe for economic growth, evidence suggests that it has started to ramp up spending on infrastructure

again in recent months. The quota for local governments' special bond issuance, which exclusively fund infrastructure projects, was set at RMB2.15 trillion for 2019, compared to RMB1.35 trillion last year. In the first eight months of the year, RMB2 trillion worth of special bonds had already been issued, accounting for 93% of this year's quota (Figure 3).

Recent data indicates that the Chinese economy has been facing increased pressure. Industrial production expanded 4.4% year-on-year in August, the slowest pace since February 2002. Growth in retail sales and investment also edged down, reinforcing views that Beijing would move more boldly soon to meet the economic growth target of 6%-6.5% set for this year.

Compared to decades earlier, major economies around the world have invented new tools to stimulate economic growth. However, such pro-growth policies will not come without a cost.

In China, the Central Government lifted its official budget deficit target to 2.8% this year from last year's 2.6%; while the deleveraging campaign over the past few years to curb excess credit has come to a halt, as the total debt-to-GDP ratio rose to almost 250% at the end of June 2019 from 243.7% at the end of last year. The world has become more unpredictable lately, and Beijing's balancing act has become more difficult than ever.

近日，全球各地相繼響起經濟放緩的警號，中國經濟增速降至近30年新低亦不時出現在媒體標題。

與此同時，各國領袖和央行行長似乎患上衰退恐懼症，紛紛表現出對抗可能出現的經濟衰退的決心。

歐洲央行在9月的會議上，決定把已經處於負值區域的存款機制利率進一步下調，並從11月1日起重啟2.6萬億歐元（22.4萬

溫，當局已推出一系列措施刺激增長。然而，內地經濟在第二季增長6.2%，較上一季的6.4%放緩。貿易戰的發生，正值中國本身經濟放緩，而此下行之勢已持續近十年。

中國人民銀行（人行）在9月下調存款準備金率，降低銀行須持有的資本儲備金額，在9月至11月為市場注入了9,000億元人民幣（9,930億港元）。這已是今年內第三次採取類似行動，反映人行決策者越來越擔心當前

業節省2萬億元人民幣稅費成本。重點措施包括：從4月1日起，製造業增值稅稅率由16%降至13%；企業社保繳費比例亦從20%減至16%，於5月1日生效。

結果，財政收支平衡於今年較往年提早陷入赤字，而截至7月份的赤字為1.8萬億元人民幣，規模相當於去年同期的三倍多（圖二）。

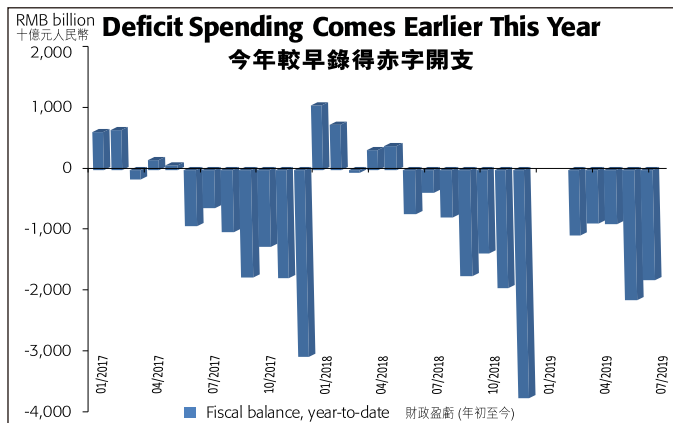
相對於全球金融危機期間推出的4萬億元人民幣刺激方案（包括

近期數據顯示，中國經濟面對的壓力增加。8月份工業生產按年擴張4.4%，增速是自2002年2月以來最慢。零售銷售和投資增長同告下跌，令市場進一步認為北京快將加大力度扶持經濟，以實現今年訂立6%至6.5%的經濟增長目標。

與數十年前相比，全球各主要經濟體有更多新工具用作刺激經濟增長。不過，這些促進經濟增長的政策並非毫無代價。

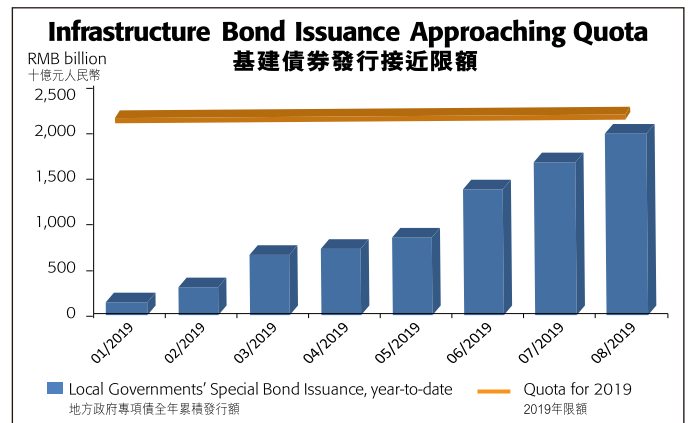
在中國，中央政府把官方預算赤

Figure 2 圖二



Source 資料來源：CEIC

Figure 3 圖三



Source 資料來源：CEIC

億港元)的資產購買計劃，規模為每月200億歐元。計劃並不設期限，會「在有需要的情況下持續下去」。

在大西洋彼岸，聯儲局於7月把聯邦基金利率的目標區間下調，為十多年來首次減息，主席鮑威爾稱之為「中期調整」。儘管美國8月份的失業率維持在接近歷史低位的3.7%，惟局方其後於9月再減息25個基點至1.75%至2%的水平。

中國內地經濟方面，隨著中美貿易緊張關係自2018年年初起升

的經濟狀況；皆因儘管銀根放鬆，近月未償還人民幣貸款增長仍然走軟（圖一）。同時，一年期貸款市場報價利率從4.25%微降至4.2%。

信貸增長減緩的原因有二。首先，經濟放緩增加了預期壞賬風險，令銀行不願貸款。其次，鑒於企業暫緩主要投資，直到前景更趨明朗，令企業對資本的需求疲軟。因此，只靠放鬆銀根，未必足以刺激實體經濟。

財政方面，中央政府於3月公布了多項減稅降費措施，為企

大型基建項目）——其後被視為加劇工業產能過剩和債務累積的元兇，減稅產生的資源錯配負面影響應該較少。

雖然中央政府最初避免以舊有方式應對經濟下行，但數據顯示當局近月又再度蠢蠢欲動，要增加基建開支。2019年用作支持基建投資的地方政府專項債券的發行限額為2.15萬億元人民幣，去年則為1.35萬億元人民幣。今年首八個月，全國發行的專項債券已高達2萬億元人民幣，佔全年額度的93%（圖三）。

字目標從去年的2.6%上調至今年的2.8%；過去數年為控制信貸過度擴張而採取的去槓桿化行動已告停止，總債務佔國內生產總值的比例亦從去年年底的243.7%，上升至2019年6月底接近250%。近來，全球局勢變得愈難預測，而北京的平衡經濟政策也比以往更加困難。



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世界自然基金會香港分會 (WWF) 於旗下三間訪客中心舉辦不同生態導賞團及活動，歡迎機構、社區團體及家庭參與。

Corporate, community and family groups are welcome to book online to join activities at our centres.



ISLAND HOUSE ECO VISIT  
元洲仔生態遊

元洲仔生態遊  
Island House Eco Visit



HOI HA WAN ECO VISIT  
海下灣生態遊

海下灣生態遊  
Hoi Ha Wan Eco Visit



MAI PO ECO VISIT  
米埔生態遊

米埔生態遊  
Mai Po Eco Visit

# Assessing Hong Kong's Start-up Ecosystem

## 評估香港 初創生態系統



Actions in next few years will be critical to development of environment for innovative new businesses

未來數年的行動，將對發展創新企業初創環境至關重要

### **Building a dynamic entrepreneurial ecosystem in Hong Kong is vital to the city's long-term prosperity.**

A vibrant start-up culture not only benefits the city's economy and overall attractiveness but also facilitates its transition from traditional industries to the new economy.

While Hong Kong's entrepreneur landscape has made progress in some areas, future growth may be constrained if support is not better targeted to the

changing needs of the city's start-ups, a recent study by KPMG China and Alibaba Hong Kong Entrepreneurs Fund has found.

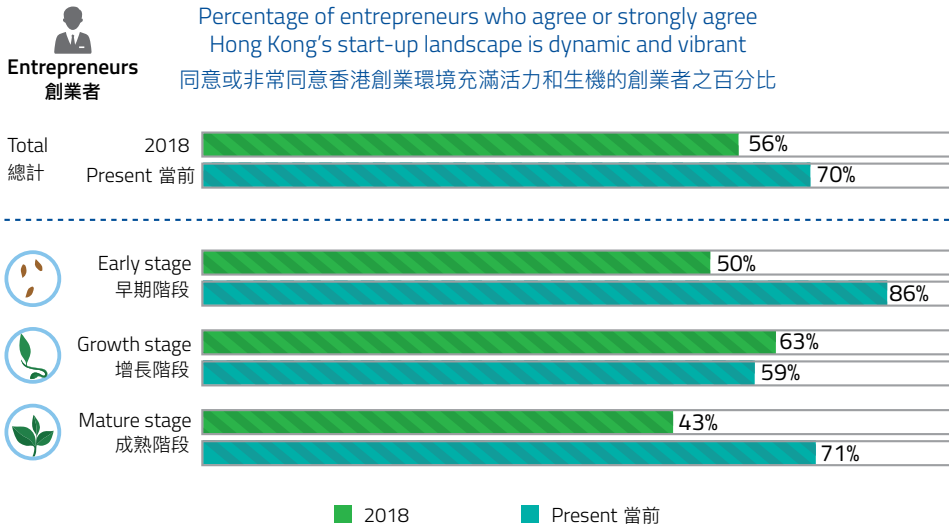
The KPMG/Alibaba study, now in its second year, surveyed Hong Kong-based entrepreneurs and university students enrolled in local degree programs. The study measured ten factors – including community support, financial ambition, start-up skills, risk acceptance, access to capital and support infrastructure – to evaluate

the present state and future outlook of the start-up ecosystem.

The findings show that a higher proportion of entrepreneurs surveyed (70%) agreed Hong Kong is a dynamic and vibrant start-up location this year compared with last year (56%). However, notable differences exist in how entrepreneurs at different venture stages rate the start-up landscape. For example, a greater percentage of early stage entrepreneurs (86%) agreed



## Vibrancy of Hong Kong's start-up ecosystem 香港初創生態系統的活力



Source: KPMG survey analysis 來源：畢馬威調查分析

that Hong Kong's start-up ecosystem is vibrant, compared to 59% of growth stage entrepreneurs.

### More targeted support for emerging innovation sectors is needed to ensure the future vibrancy of the start-up landscape

Since 2017, the Hong Kong SAR Government has been focusing its Innovation and Technology (I&T) investment in four priority sectors: artificial intelligence, biotechnology, fintech and smart city. To spur innovation in these sectors, the Government has been investing in major new research and development (R&D) facilities, supporting funding schemes for start-ups and reforming the tax code to further boost R&D.

Additionally, recent changes to the listing regime for companies in emerging sectors have helped unlock capital to support new economy start-ups and broaden their funding options.

In the context of these developments, the KPMG/Alibaba study compares how entrepreneurs rated Hong Kong's position as an innovation hub for these key sectors. The findings showed that more than two-thirds of entrepreneurs polled (67%) agreed Hong Kong is well-positioned as a fintech innovation hub, while less than half agree the same for the other three focus sectors.

Hong Kong's relatively strong position as a fintech innovation hub is unsurprising given the city's well-established and dynamic

**Investing in the development of local talent while doing more to foster an entrepreneurial mindset among the next generation of would-be founders.**

financial services industry. However, for the other focus sectors, long term investments and concerted efforts are needed to sustain their development and growth in the city.

**Entrepreneurs are increasingly embracing formal sources of funding, but more education for founders is**

### needed in how to access funding

Entrepreneurs say they plan to increase their use of formal sources of funding such as business angels, private equity and venture capital (VC) over the next three years. However, they are still heavily reliant on informal funding, with 70% surveyed currently using their own personal savings.

The most common reasons entrepreneurs gave for not using formal funding sources include the perception that they are not needed or that their businesses would not qualify to receive funding. This points to gaps in awareness of how to access formal funding - suggesting that more education is needed to help entrepreneurs better understand these funding channels. Furthermore, it means that founders must better align their business models with VC fund managers' expectations for scalability and a path to profitability.

### Support services should be better tailored to start-ups moving from early stage to growth stage

The study also found that entrepreneurs are increasing their use of support services, such as co-working spaces, pitching competitions and mentoring, compared with a year ago. However, early stage start-ups tended to

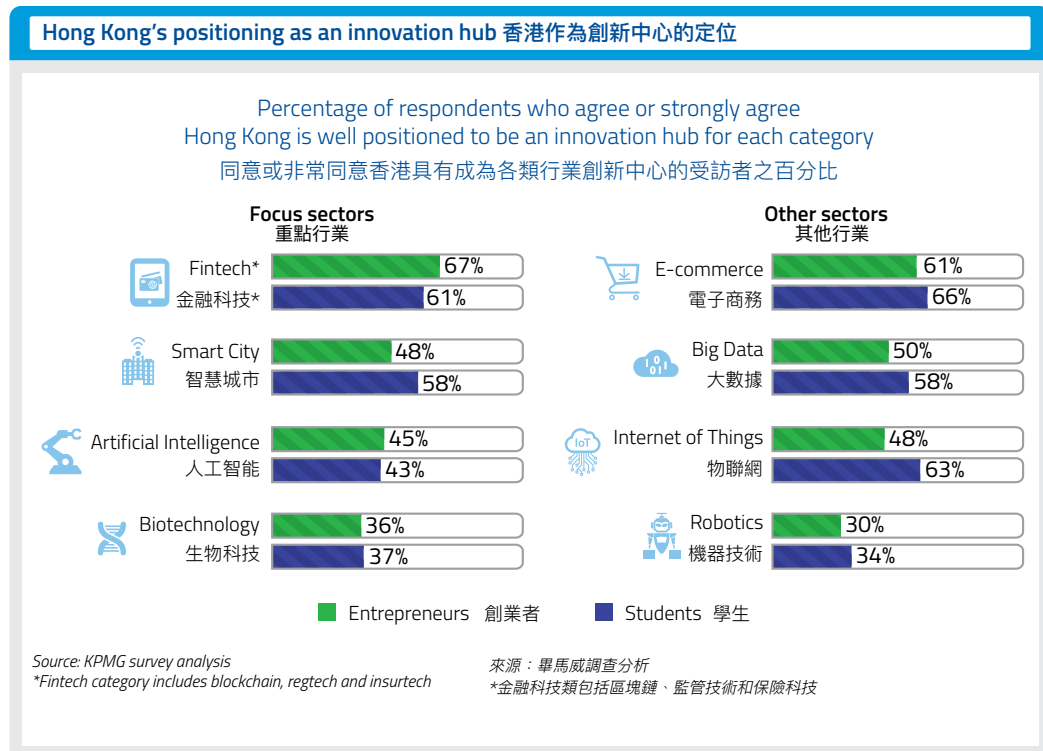
rate these services as more effective compared to growth stage and mature stage. For example, the results showed that hackathons, incubators and accelerators were seen as more beneficial by early stage start-ups compared to businesses in other stages. This suggests a need for differentiated services that are more targeted to post-prototype companies.

### Gaps in community support for entrepreneurs need to be addressed

The findings reflect that community support will be a critical part of encouraging people to become entrepreneurs. Only 21% of entrepreneurs and 16% of students surveyed agreed that parents in Hong Kong are happy to encourage their children to start a company. This suggests that a further mindset change among the public is needed to encourage wider acceptance of entrepreneurship as a career option.

### Next steps

The study findings emphasise that policy changes alone are not sufficient to fully drive Hong Kong's transformation into a dynamic and vibrant start-up ecosystem. The journey will require entrepreneurs, corporates, academics, and the general public to fully embrace change and take a greater



stake in the city's future. This especially means investing in the development of local talent while doing more to foster an entrepreneurial mindset among the next generation of would-be founders.

To enable Hong Kong to cultivate a strong sense of purpose and improve its innovation capabilities and entrepreneurial landscape, we have the following recommendations:

- Both Government and the business community should expand offerings to better support growth stage and mature stage start-ups
- Founders should prioritise sourcing formal funding by elevating their financial ambition, accelerating

global market entry and engaging mentors throughout the lifecycle

- International private equity and venture capital firms should utilise changes to profit tax exemptions announced for Hong Kong, and the Government should continue to promote these exemptions as well as the other benefits Hong Kong offers as a regional fund management centre
- All stakeholders should further focus on enabling open data, technology transfer and commercialisation of research in the priority

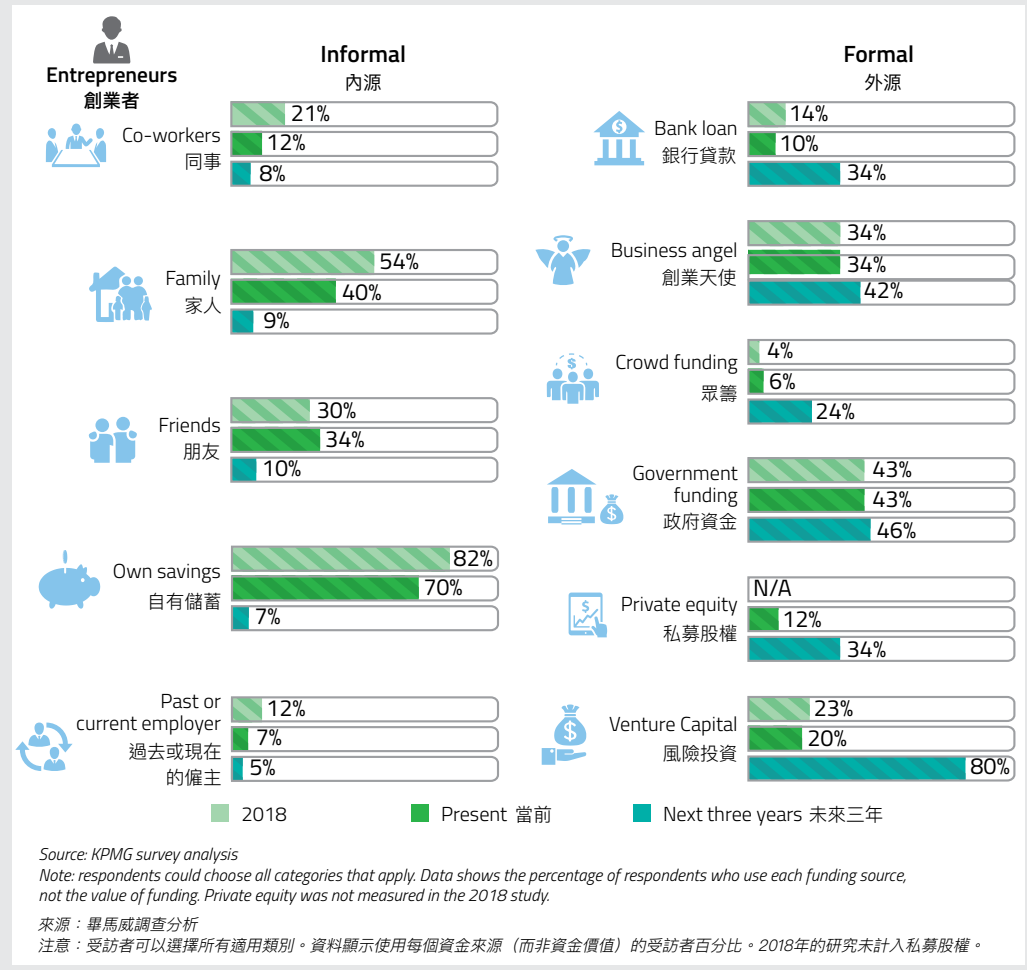
sectors to support Hong Kong's digital transformation

- Hong Kong should better leverage the Greater Bay Area as a logical and accessible talent pool
- As founders build technology start-ups, they should ensure they are also building a people business that enables growth
- Government agencies, corporates and other industry players should better educate the wider community on the irreplaceable value of start-ups

To read the full report, please visit:  
<https://home.kpmg/cn/en/home/insights/2019/07/transforming-hong-kong-through-entrepreneurship.html>



## Use of funding sources 資金來源的使用



### 在港構建一個活力充沛的創業生態系統，對這座城市的長遠發展至關重要。

蓬勃的初創文化不僅對本港經濟及整體吸引力帶來助益，更能促成傳統產業過渡至新興經濟。

畢馬威中國及阿里巴巴香港創業者基金最近一項研究顯示，雖然香港的初創環境在若干方面有所進展，但若果相關支援措施未能更緊貼本港初創企業持續轉變的需求，則有可能窒礙未來增長。

該項聯合研究已踏入第二年，調查對象為扎根香港的創業人士及報讀本地學士課程的大學生。研究衡量了十項因素，包括社區支

### 投放資源培育本地人才及其企業家思維，對造就下一代創業者尤其重要。

援、財政目標、創業技能、風險接受程度、資本及配套基建等，以評估初創生態系統的現況和前景。

研究結果顯示，對比去年的56%，今年更多受訪創業者（70%）認為香港是個充滿活力的創業基地。不過，企業的創業階段不同，對香港創業環境的看法亦有明顯分野。例如，較多處於創業初階的企業家（86%）認

為香港的初創生態系統朝氣蓬勃，而已經踏入增長階段的企業則有59%如此認為。

### 新興創新產業需要得到更多針對性支援措施，方能確保初創環境維持活力

自2017年，香港特區政府的創科投資集中在四大重點領域：人工智能、生物科技、金融科技及智慧城市。為鼓勵上述領域的創新發展，政府一直投放資源在主要的新型研發設施，亦向初創企業提供資助計劃，並改革稅制以進一步支援研發活動。此外，針對新興產業公司作出的上市制度

修訂也有助釋出資金，支持新興經濟的初創企業，並擴闊他們的融資選項。

就著這些發展，畢馬威及阿里巴巴的研究比較了企業家對香港在以上領域作為創新中心的評價。結果顯示，逾三分二

（67%）受訪企業家認為香港處於有利位置，充當金融科技創新中心；相比之下，只有少於一半的企業家認為香港在另外三個重點領域上有發展成創新中心的優勢。

香港金融服務業成熟蓬勃，作為金融科技創新中心表現突出，並不令人意外。然而，要維持其他領域的發展及增長，長遠投資和協作努力必不可少。

### 企業家愈多利用外源融資，但創業者仍需多加了解其他獲取資金的途徑

企業家表示計劃在未來三年增加利用外源融資渠道，如天使投資、私募股權及風險投資。不過，受訪的創業者仍然十分依賴內源資金，當中70%表示目前資金源自個人儲蓄。

企業家未有利用外源融資渠道的常見原因，包括他們覺得無此需要，又或認為業務不符合申請資格。由此可見，企業家仍未熟知利用外源融資的渠道——這顯示有需要加強對業界的教育，協助他們加深了解其他獲取資金的途徑。此外，這亦表示創業者需要調整經營模式，以貼合風險資金投資經理對企業規模及利潤前景的期望。

### 為步入增長階段的初階企業提供更適切的支援服務

研究亦顯示，與一年前相比，共享工作空間、創投比賽和創

業輔導等企業支援服務的使用率正在提升。然而，初階企業普遍較處於增長期或成熟期的企業更受惠於這些支援服務。例如，結果反映黑客松、孵化器和加速器往往對處於早期階段的初創企業更為有利，處於其他階段的企業則獲益較少。由此可見，實有需要為原型階段以後的企業設立合適、專屬的支援服務。

### 社會對企業家支持不足的問題有待解決

結果反映，社區支持是鼓勵創業的重要元素。在調查中，僅21%

的企業家和16%的學生認為本港家長樂於鼓勵子女創業；可見要推動創業成為更廣泛接受的職涯選項，需得改變社會的既有觀念。

### 未來步伐

研究結果突顯，單靠政策調整，不足以促成香港轉型為一個活力蓬勃的初創生態系統。轉型之路需要創業者、企業、學者以至社會大眾樂於接受變革，更加投入參與構建香港的未來。因此，投放資源培育本地人才及其企業家思維，將對造就下一代創業者尤



# 工傷呈報你要知!

## Employer should report work injury!




**《僱員補償條例》規定如工傷意外導致僱員喪失工作能力，僱主必須於14天內向勞工處呈報(死亡個案則須於7天內呈報)。**

The Employees' Compensation Ordinance stipulates that if a work injury results in incapacity of the employee, the employer should report the work injury to the Labour Department within 14 days (or 7 days for fatal cases).

僱主如沒有合理原因而逾期或未有向勞工處處長呈報僱員工傷事件，或提供虛假或具誤導性的資料，即屬違例，最高可被判罰款五萬元。  
Any employer who, without reasonable excuse, fails to give notice of an accident or makes or furnishes any false or misleading statement to the Commissioner for Labour commits an offence and is liable to a maximum fine of \$50,000.



更多有關資訊  
For more details



其重要。

要為香港訂立清晰目標，改善其創新能力及創業環境，我們有如下建議：

- 政府和商界應擴闊支援範圍，為處於增長階段和成熟階段的初創企業提供更適切的支持
- 創業者應優先利用外源融資。要做到這一點，創業者應專注提升業務增長，加快進軍全球市場，以及多與創業導師交流
- 國際私募股權和風險投資公司應善用香港豁免利得稅的優勢；而政府則應繼續對外

推廣這些免稅措施，以及香港作為區域基金管理中心提供的各項優惠

- 所有持份者皆應繼續在幾個優先領域專注發展開放數據、技術轉移及研究成果商業化，支持香港數碼轉型
- 香港應多加善用大灣區作為合理、便利的人才庫
- 創業者在建立初創科技企業時，應秉持以人為本的原則，促進業務增長
- 政府機構、企業及其他業界人士應加以向公眾推廣初創企業無可取代的價值

閱讀報告全文，請瀏覽：

<https://home.kpmg/cn/en/home/insights/2019/07/transforming-hong-kong-through-entrepreneurship.html>

# 締造家庭友善工作間

## Create a Family-friendly Workplace

家庭

FAMILY

工作

WORK



訂立靈活的工作安排

Flexible work arrangements



提供生活上的支援

Living support



配合員工家庭需要給予特別假期

Special leaves to meet employees' family needs

實施家庭友善僱傭措施能讓僱員平衡工作和家庭責任，同時為僱主建立一支積極投入的工作團隊，有助提升企業競爭力。

Implementing family-friendly employment practices can assist employees in balancing their work and family responsibilities. It can also help employers build up a devoted team of staff and enhance the competitiveness of the enterprise.



勞工處  
Labour Department

# CLP Eco Building Fund Promotes Energy Efficiency and a Greener Community

中電「綠適樓宇基金」  
帶動節能環保 締造綠色社區



Buildings consume around 90% of the electricity used in Hong Kong. Improving energy efficiency of buildings, not only helps lower energy consumption and costs but also contributes to making Hong Kong a greener city. CLP Power Hong Kong Limited (CLP) is fully committed to the sustainability of the community and has launched "CLP Eco Building Fund" to encourage energy conservation.

香港的樓宇用電佔全港用電量多達九成，改善城市建築物設備的能源效益，不但有助減少建築物的能源開支，更可以推動香港成為更環保的城市。中華電力有限公司(中電)推出中電「綠適樓宇基金」，致力推動社區之可持續發展及加強節能。



**CLP Eco Building Fund** aims to subsidise eligible buildings\* including residential buildings, commercial buildings, industrial buildings and composite buildings and their nearby ancillary facilities by carrying out retrofitting projects for improving energy efficiency in communal areas.

Funding will be disbursed on a reimbursement basis. The recipient organisation or recipient must settle the payment first before getting reimbursement from the Fund. Improvement works must be completed within 24 months after application is approved. Works completed in a shorter period of time will receive a higher amount of funding.

中電「綠適樓宇基金」提供資助予住宅、工商及綜合樓宇\*，及其鄰近附屬設施的公用地方，進行屋宇設備改善工程，以提升其能源效益表現。

此基金會以「先支付，後發放」為準則，即受資助的機構或人士須先支付工程開支，待項目完成後再由基金發放資助金額。另外，工程須於申請批核後 24 個月內完成，而較早完成的工程更可獲較高資助金額。

\* The following are not eligible to apply: buildings located outside CLP's supply area; buildings directly owned and operated by the Government (e.g. Government offices)

以下樓宇不符合申請資格：中電供電範圍以外的樓宇；政府名下擁有及運作的樓宇(例如：政府合署)

## Scope of Funding 資助範圍

### Energy Efficiency Improvement Projects 提升能源效益工程



Lighting  
照明系統



Air-conditioning  
空調系統



Retro-commissioning  
重新校驗



Lift and escalator  
升降機及自動電梯



Electrical installation  
(e.g. water pump)  
電力裝置(如水泵等)



Implementation of  
smart technologies in building  
為樓宇安裝智能設備

## Funding Mechanism 資助機制



The amount of funding for retrofitting projects will be around 10% to 50% of the actual project expenditure, depending on the type of building, the type of installation and project duration. Project expenditure shall be restricted to the cost of energy efficiency installations and the cost of Qualified Service Provider appointment where necessary.

The amount of funding for retro-commissioning and implementation of smart technologies in building will depend on the amount of the energy saving and project duration. The more energy the project will save and the sooner the project will be completed, the more funding will be granted.

更換屋宇設備項目的資助金額，將視乎樓宇類別、設備種類及工程期長短而定，資助比例佔工程費用一成至五成不等。資助只適用於與節能有關之工程部分以及聘用合資格服務提供者（如需要）方面的開支。

重新校驗及為樓宇安裝智能設備的資助金額，將按其節省的電量及工程期長短而計算。節省的電量愈高而工程期愈短，所獲的資助金額便愈高。

### Example 例子



## Retrofitting Project 更換屋宇設備裝置

The amount of funding depends on the types of building and installation, and project duration. 資助金額視乎樓宇類別、更換節能項目及工程期長短而定。

### A Residential Building 某住宅樓宇

#### Energy saving items 節能項目



Air-conditioning (lobby)  
冷氣機(大堂)



LED lighting (lobby, hallway, fire exit staircase)  
LED 燈及光管  
(大堂、走廊、走火樓梯)



LED exit signage  
LED 出口指示牌



Other items (such as consultation fees for Qualified Service Provider)  
其他工程項目（例如合資格服務提供者的顧問費用）

**Total project expenditure**  
總工程費用  
**HK\$800,000\***

**Funding amount**  
資助金額  
**300,000 港元#**

\* The project expenditure is for reference only and assumes works are completed within 9 months after application is approved.  
以上總工程費用只用作參考，並假設工程於申請批核後 9 個月之內完成。

# The maximum amount of funding is 50% of the total project expenditure or HK\$300,000 per building per year, whichever is lower.  
資助金額上限為工程費用五成，或每幢樓宇每年 300,000 港元，以較低者為準。

### Act Now! 立即行動!



Join Seminar  
參加工作坊



[https://clp.to/EBF\\_seminar](https://clp.to/EBF_seminar)

### Enquiry 查詢

**CLP 中電**

2678 0322

[clpecobldgfund@clp.com.hk](mailto:clpecobldgfund@clp.com.hk)

[www.clp.com.hk/ecobuildingfund](http://www.clp.com.hk/ecobuildingfund)

CLP's Energy Efficiency and Conservation, and Renewable Energy Initiatives 中電推出的節能及可再生能源項目



# Special Measures to Help SMEs

## 政府推出特別 措施支援中小企



Hong Kong companies are being offered a wide range of funding and support services as they battle continued headwinds as they battle continued headwinds  
香港企業可申請各項資助和支援服務，克服逆境

**Hong Kong's SMEs are facing strong headwinds in the face of the ongoing Sino-U.S. trade dispute and a softening in the global economy.**

To offer support to SMEs, the Hong Kong Government has introduced new measures,

and is upgrading several existing measures, that can help companies reduce operating costs, improve capital flow and explore new markets.

On 1 August 2018, the Trade and Industry Department

(TID) announced it was allocating HK\$1 billion to roll out enhancement measures for two key SME support programmes – the SME Export Marketing Fund (EMF) and the Dedicated Fund on Branding, Upgrading and Domestic Sales (BUD Fund).

The ASEAN Programme under the BUD Fund provides funding to individual non-listed Hong Kong enterprises to enhance their competitiveness and

business development in the ASEAN market. Enterprises can obtain a maximum funding of HK\$1 million on a matching basis for projects aimed at developing their business in ASEAN countries. In addition, the cumulative funding ceiling per enterprise for the EMF and the Mainland Programme under the BUD Fund has been doubled.

Financial Secretary Paul Chan said the Hong Kong Mortgage Corporation has also brought



in two measures to support SMEs. The first is to introduce a 90% credit guarantee under the SME Financing Guarantee Scheme. This guarantee can extend loans of up to HK\$6 million to SMEs for as long as five years, exempting them from the requirement of at least one year of operating experience. This exemption also means they do not need to provide audited financial statements.

"We believe that this move

can be used by some people who are interested in starting a business, those with little business experience, and some professionals who want to stand on their own feet and obtain working capital through this plan," Chan said.

### **Principal deferred**

The second measure is the existing 80% guaranteed loan provision under the SME Financing Guarantee Scheme. This will be optimised to allow companies to defer the principal repayment for the first six months. Principal repayments will not begin until after the six-month deferred repayment of the principal period ends. If the firm needs a further extension, the company can apply for one more six-month extension, giving a total of 12 months. This measure took effect on 4 September and will be valid for one year.

The TID also has an SME Credit Guarantee Scheme, with loans adopting the same principal-deferred arrangement. "We are confident that these measures will further assist SMEs in responding to the need for cash flow in the current difficult economic environment," Chan said. Edward Yau, Secretary for Commerce and Economic Development, said the Government and some non-Government

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**To offer support to SMEs, the Hong Kong Government has introduced new measures, and is upgrading several existing measures, that can help companies reduce operating costs, improve capital flow and explore new markets.**

organizations had set up a number of funding schemes to help enterprises expand their export markets, financing, application of technology and hiring of talent. The Government will enhance the use and effectiveness of these funding schemes through publicity and fine-tuning, while authorities will closely monitor the needs of SMEs, and the difficulties they face, to continually review and improve the existing funding schemes.

To streamline planning, the Government will integrate services provided by the TID's SME Funding Schemes, the Hong Kong Trade Development Council's SME Centre, Hong Kong Productivity Council's SME One, and the Hong Kong Science and Technology Parks

Corporation's TecONE. The Government planned to launch a "four-in-one" integrated service in October, letting companies obtain funding plans at any of the enquiry points, and will set up a one-stop referral system to handle the enquiries of enterprises with a view to providing a more tailored service.

The Government will promote its funding support services by visiting chambers of commerce and meeting directly with SMEs. A dedicated service team to provide support on funding applications will introduce the new measures and provide enterprises with guidance on making funding applications.

### **Further fine-tuning**

On implementing its facilitation measures, the Government will further optimise the various funding schemes, including streamlining the application process, removing obstacles and relaxing the limitations set on the projects (such as relaxing the funding ratio of individual expenditure items and broadening the scope of business missions for funding). Providing a large proportion of upfront payments and online application services will help to make the funding scheme more suitable for SMEs.

*The above article was provided by HKTDC.*

香港中小企正面臨強勁的逆風，持續的中美貿易摩擦，加上環球經濟疲軟，令企業普遍受到影響。

為支援中小企，政府推出了新措施，並正優化各項現有措施，務求協助企業減輕經營成本、改善資金周轉，以及開拓新市場。

工業貿易署（工貿署）於去年8月1日公布撥款10億港元，就「中小企業市場推廣基金」及「發展品牌、升級轉型及拓展內銷市場的專項基金」（「BUD專項基金」）推出優化措施。

「BUD專項基金」下的東盟計劃將資助個別香港非上市企業提升他們在東盟市場的競爭力，並促進當地的業務發展。企業可透過等額資助方式，就拓展東盟市場的项目獲得累計100萬港元的資助。此外，現有的「中小企業市場推廣基金」及「BUD專項基金」的內地計劃下個別企業的累計資助上限亦會倍增。

財政司司長陳茂波表示，香港按證保險有限公司亦已推出兩項措施支援中小企。第一項是在「中小企融資擔保計劃」下推出九成信貸擔保的產品，可為中小企提供最多600萬港元貸款，最長可分五年歸還，並且亦豁免他們最少要有一年經營經驗的限制。基於這項豁免，他們也不需要提供經審計的財務報表。

陳茂波說：「我們相信此舉可以讓一些有意創業的人士、經營經驗尚淺的人士，以及一些希望自立門戶執業的專業人士，都可以通過這個計劃，得到營運資金。」

### 延遲償還本金

第二項措施是在「中小企融資擔保計劃」下現時擔保八成的貸款計劃，推出優化措施，在未來六個月內容許企業申請先還息，暫

### 為支援中小企，政府推出了新措施，並正優化各項現有措施，務求協助企業減輕經營成本、改善資金周轉，以及開拓新市場。

時無需還本，本金可以在延期後再分攤交還。在這六個月的「延遲償還本金期」完結後，企業仍有需要的話，可以申請多一次，再延遲多六個月，總共12個月。這項措施由9月4日開始生效，有效期為一年。

工貿署亦設有「中小企業信貸保證計劃」，在這個計劃下的貸款也是採納先還息、後還本金的安排。陳茂波指出：「我們有信心

這些措施可以進一步協助中小企，應對當前經濟逆境下資金周轉的需要。」

商務及經濟發展局局長邱騰華表示，政府和一些非政府機構轄下已設立了多個資助計劃，為企業提供拓展出口市場、融資、應用科技、聘請專才等多方面的支援。政府會透過推廣和優化來提升資助計劃的使用率和效用，並密切留意中小企面對的困難和需求，不斷審視和改良現有的資助計劃。

為簡化規劃，政府會整合現有的中小企服務中心，包括工貿署轄下的「中小企業支援與諮詢中心」、香港貿易發展局的「中小企服務中心」、香港生產力促進局的「中小企一站通」，以及香港科技園公司的TecONE，並在10月推出「四合一」的綜合服務，讓企業可在任何一個諮詢點取得所有資助計劃的資料，同時

會設立一站式轉介服務，解答企業的疑難，藉此提供更到位的服務。

政府亦會推廣其撥款支援服務，走訪全港大小商會，「走出去」與中小企直接見面。當局亦會成立專責服務小組，並推出新措施，向企業提供申請資助的指導服務。

### 進一步優化

在落地方面，政府將進一步優化各項資助計劃，包括簡化申請程序、拆牆鬆綁、減少對项目的規限（例如放寬個別開支项目的資助比例限制、擴闊商務考察團的資助範圍等）、預先發放大部份撥款，以及支援網上申請等，令資助計劃能更貼合中小企所需。

本文由香港貿發局供稿。





# 預先包裝食品「鹽/糖」標籤計劃

## 鹽糖小知識

鹽（鈉）和糖的攝入量與健康息息相關。攝入過量的鹽可以導致高血壓、致命性中風和冠心病，攝入過量的糖會引致肥胖和蛀牙，並增加患上高血壓、心臟病和糖尿病的風險。

世界衛生組織（世衛）建議成人每日攝取少於 5 克鹽（即略少於一平茶匙鹽），成人和兒童攝入的游離糖應少於每日能量攝取量的 10%。以一個每日攝取 2000 千卡能量的成年人為例，每日游離糖的攝取量應少於 50 克（即 10 粒方糖）。

## 少鹽少糖飲食趨勢

香港人越來越注重健康飲食，紛紛響應少鹽少糖的飲食習慣。市場亦隨之而推出不少低鹽低糖，甚至無鹽無糖的食品。為讓消費者容易挑選這些「低鹽」、「低糖」、「無鹽」或「無糖」的預先包裝食品，政府推出了預先包裝食品「鹽/糖」標籤計劃，鼓勵食物業界踴躍參與。

## 「預先包裝食品「鹽/糖」標籤計劃」

推出預先包裝食品「鹽/糖」標籤計劃是為使消費者在購買預先包裝食品的時候，容易辨認符合法例「低鹽」、「低糖」、「無鹽」或「無糖」定義的食品。預先包裝食品如能符合以下要求，便可在包裝上加入「低鹽」、「低糖」、「無鹽」、「無糖」的標籤，令消費者更容易識別這些食品。

營養素	聲稱描述	條件
鈉（鹽）	低	該食物（不論是固體或液體）每 100 克或 100 毫升食物含不超過 0.12 克鈉。
	無	該食物（不論是固體或液體）每 100 克或 100 毫升食物含不超過 0.005 克鈉。
糖	低	該食物是固體食物，且每 100 克食物含不超過 5 克糖。或 該食物是液體食物，且每 100 毫升食物含不超過 5 克糖。
	無	該食物是固體食物，且每 100 克食物含不超過 0.5 克糖。或 該食物是液體食物，且每 100 毫升食物含不超過 0.5 克糖。

預先包裝食品「鹽/糖」標籤計劃推出至今已有近 200 款預先包裝食品使用標籤，包括超級市場和本地生產商生產的預先包裝食品等，標籤一套共四款，備有中文、英文、雙語，以及彩色和黑白版本。



業界如欲參與計劃，只需於食物環境衛生署食物安全中心(食安中心)網頁填妥和遞交「推行預先包裝食品「鹽/糖」標籤計劃通知書」(FEHB 277)，便可免費使用標籤。食安中心收到通知書後，會將附有標籤的預先包裝食品資料上載至 [https://www.cfs.gov.hk/tc\\_chi/programme/programme\\_rdss/programme\\_Salt\\_Sugar\\_Label\\_Scheme.html](https://www.cfs.gov.hk/tc_chi/programme/programme_rdss/programme_Salt_Sugar_Label_Scheme.html) 供市民瀏覽。

為推廣計劃，政府正播放預先包裝食品「鹽/糖」標籤計劃電視宣傳短片，大家可以到以下網頁觀看，或在 YouTube 頻度瀏覽

[https://www.fhb.gov.hk/cn/press\\_and\\_publications/otherinfo/181000\\_ssr/tvapi.html](https://www.fhb.gov.hk/cn/press_and_publications/otherinfo/181000_ssr/tvapi.html)。



為一眾消費者的福祉，我們熱切呼籲業界參與計劃。想知多一點，歡迎瀏覽食安中心網頁 [cfs.gov.hk](https://www.cfs.gov.hk)。

**鹽糖要識減，健康有得揀**

# Behind the Curtain

## 幕後製作



Plus Me's products can be found in high-end department stores around the world, although you won't see their name anywhere, discovers Chamber staff writer **Kari Yu**

百時美的產品在世界各地的高級百貨公司均有售，卻無從看出品牌的名字 本刊記者**余沛欣**

**In the offices of Plus Me International Limited, there is no showroom, and visitors will not see any of the products they manufacture anywhere on display.**

"We are different from other companies," explained Managing Director Doris Yu. "We do not sell our own products directly, and we do not have a company website for clients to look up and see what business we handle."

Instead, the company creates products for clients, which can be found in high-end department stores around the world. As Yu

put it, they operate "behind the curtain." She likens the operation of Plus Me to the phrase: "Behind every successful man, there is a woman." Or, in this case, behind many successful products and brands there is often an unnamed company that does a great deal of the hard work.

Plus Me's products include home textiles, jewellery, electronic items and watches. The company cooperates with its clients on all stages of the product development cycle, from initial concept through to delivery. They work together to develop the product, then source

a factory to manufacture it and carry out the necessary inspections during production, organize photo-shooting of the finished products, and arranging for packaging and delivery.

In fact, even before the manufacturing process begins, the company is busy spotting upcoming trends, before communicating with the designers and buyers to deliver the concept. Keeping a sharp eye on changing trends also ensures their products and designs remain distinct in the marketplace.

The majority of the company's

products are made in China, but they also manufacture some items in Vietnam, Thailand, Taiwan and Japan. "We rarely have a full team in our offices in Hong Kong as our staff members are often travelling – with and without clients – to visit factories, monitor production and also for sourcing," Yu said.

Plus Me's products are sold in locations around the world including the United States, but the company has not been badly affected by the trade war, as its main markets are in Europe, particularly Germany. Its products can be found in famous department stores and specialist stores around the world including Hudson's Bay in Canada, Galeria Kaufhof, Kaufhaus des Westens, Klingel, HSE and Christ in Germany, and Harrods, John Lewis, Topshop and Selfridges in the United Kingdom.

Plus Me is also seeking new markets. "We are contemplating expanding to Singapore, Malaysia, and Australia," Yu said.

Plus Me was established in 1986 by Yu's father. Yu herself officially joined the business in the 1990s, having previously worked as a banker in Hong Kong. However, the company had already been around for some time in a previous incarnation. Yu explained that in the early 1970s, it had a home mailing operation, with its main clients being large mail order companies. At that time, long before the arrival of internet shopping, mail order from catalogues was big businesses.

"We begin doing mail order with our clients, and we were able to offer matching designs in products like bags, scarves and belts, among a wide range of products including

**"We have plenty of sources in our basket; we are like business matching. We have the flexibility and can provide the right factory for our clients to manufacture their products."**



household and bathroom items, Christmas items and gifts."

In the 1980s, as it became easier for overseas businesses to access the Mainland, some of them chose to go direct to factories to get their products made. But this strategy was not necessarily successful for companies who tried to cut out the middleman. "We received many comments that the clients were not impressed by the quality of the goods, and had been unable to get the factories to produce what they wanted," Yu said.

In fact, finding the right factory continues to be a crucial part of the process, so Plus Me's long experience and contacts in the manufacturing world mean it is well placed to find the right fit.

"We have plenty of sources in our basket; we are like business matching," Yu said. "We have the flexibility and can provide the right factory for our clients to manufacture their products."

Plus Me also moves with shifting demands as market trends evolve. For example, it is increasingly offering local repackaging, distribution and delivery services. "This saves time, cost, and reduces the amount of wrapping fabric to

be used, so the environment does not have to suffer too much waste from repackaging."

The sensitivity involved in being a manufacturer for other brand names means that Plus Me has to avoid industry exhibitions and must be very careful about keeping business secrets, from pricing and materials to which factories are being used.

This seems like it would make marketing and winning new clients more difficult. On the other hand, keeping the details of their business and clients under wraps means that Plus Me has gained a reputation for discretion.

"Clients love to work with my team for not revealing or posting what we do to any social media platforms. Similarly, when we work with their brands, we do not reveal any of their items."

Company : **Plus Me International Limited**

公司名稱 : 百時美國際有限公司

HKGCC Membership No. 總商會會員編號 : HKP0066

Established 創辦年份 : 1986

在百時美國際有限公司的辦公室，既沒有陳列室，亦沒有展示任何產品。

董事總經理余黛思解釋：「有別於其他公司，我們不會直接銷售自家產品，也沒有公司網站供客戶瀏覽，了解我們的業務。」

實際上，該公司為客戶創作產品，在全球各地的高級百貨公司出售。正如余黛思形容，他們從事「幕後」製作。她把百時美的業務比喻為「每個成功男人背後的女人。」套用到公司的情況，就是許多成功產品和品牌背後，通常都有一間無名公司，默默付出努力。

百時美的產品包括家用紡織品、珠寶首飾、電子用品和鐘錶。從初步構思到交付運送，該公司在產品開發的每個階段均與客戶密切合作，共同開發產品，然後物色廠商投入生產，並在生產過程中進行必要的檢查，再為製成品拍攝硬照，最後安排包裝和運送。



事實上，在製造過程開始前，該公司已忙於發掘最新趨勢，然後才與設計師和買家溝通，實現構思。緊貼不斷變化的趨勢，還可確保產品和設計在市場上別樹一幟。

公司大部分產品在中國生產，但也有些產自越南、泰國、台灣和日本。她說：「我們在香港的辦公室甚少齊人，因為員工時常獨自或與客戶一起出差，考察廠房、監督生產，以及進行採購。」

百時美的產品銷往世界各地，包括美國；但公司的業務未有受到貿易戰嚴重影響，因為其主要市場位於歐洲，尤其是德國。其產品可在各地的著名百貨公司和專門店找到，例如加拿大的 Hudson's Bay、德國的 Galeria Kaufhof、Kaufhaus des Westens、Klingel、HSE 和 Christ，以及英國的 Harrods、John Lewis、Topshop 和 Selfridges。

百時美亦正尋找新市場。余黛思說：「我們正考慮把業務拓展到新加坡、

**「我們有廣泛來源，就像從事商業配對一樣。我們靈活有彈性，可以為客戶提供合適的工廠來生產貨物。」**

馬來西亞和澳洲。」

百時美由余黛思的父親於 1986 年創辦。她本人於 1990 年代正式加盟，此前曾在港擔任銀行家。然而，該公司其實早已存在。她解釋，在 1970 年代初期，公司從事家庭郵寄業務，主要客戶為大型郵購公司。當時，早在網購興起前，郵購已經是門大生意。

她說：「我們最初為客戶進行郵購，而我們又能為手袋、圍巾、皮帶，以至家居和浴室用品、聖誕用品和禮品等各式各樣的產品提供相配的設計。」

1980 年代，隨著海外企業更容易進入內地，部分企業因此選擇直接找工廠生產貨品。不過，對於試圖繞過中間人的公司來說，這種策略未必成功。余黛思說：「我們收到很多意見，客戶對產品的質素不太滿意，亦未能找到廠商生產出合意的產品。」

事實上，尋找合適的工廠仍然是過程中的重要一環，因此百時美在製造業的悠久經驗和網絡，意味公司絕對有能力找到合適的廠商。

她說：「我們有廣泛來源，就像從事商業配對一樣。我們靈活有彈性，可以為客戶提供合適的工廠來生產貨物。」

隨著市場趨勢的發展，百時美也因應不斷變化的需求而作出改變。例如，該公司提供更多本地重新包裝、分銷和運送服務。她說：「這既省時省錢，又能減少包裝物料的用量，因此不會為環境帶來太多重新包裝的廢物。」

作為其他品牌的製造商，百時美的角色敏感，也就是說，公司要避免參加行業展覽，而且必須嚴守商業秘密，包括價格、材料，以至徵用的工廠。

這似乎使營銷和接觸新客戶變得更加困難。但另一方面，把公司業務和客戶的詳細資料保密，亦令百時美贏得謹言慎行的美譽。

她說：「客戶喜歡與我的團隊合作，因為我們不會在任何社交媒體平台透露或發布公司動態。同樣，我們與他們的 brand 合作時，也不會透露他們的任何產品。」

# “Salt/Sugar” Label Scheme for Prepackaged Food Products

## Something about salt and sugar

Dietary salt (sodium) and sugar intakes are closely related to health. Excessive sodium intake may cause hypertension, fatal stroke and coronary heart disease. Excessive sugar intake may lead to obesity and dental caries, and increase the risk of hypertension, heart disease and diabetes.

The World Health Organization recommends that adults consume less than 5g of salt daily (i.e. slightly less than 1 level teaspoon of salt), and adults’ and children’s intake of free sugar should make up less than 10% of the total energy intake per day. For an adult having a 2000-Kcal diet per day, the daily free sugar intake should be less than 50g (i.e. about 10 sugar cubes).

## Trend for less salt and less sugar diet

Hong Kong people are getting more and more concerned about healthy eating and are supportive of less-salt-and-sugar eating habit. Responsive to the trend, the market is making available a number of low salt/sugar or even no salt/sugar food products. To facilitate consumers to select “low salt”, “low sugar”, “no salt” or “no sugar” prepackaged food products, the Government has launched the “Salt/Sugar” Label Scheme for Prepackaged Food Products. We encourage the trade to actively participate in the Scheme.

## “Salt/Sugar” Label Scheme for Prepackaged Food Products

The launch of the “Salt/Sugar” Label Scheme for Prepackaged Food Products is to enable the public to identify easily prepackaged food products which meet the legal definition of “low salt”, “low sugar”, “no salt” or “no sugar”. Prepackaged food products meeting the following requirements can add the “low salt”, “low sugar”, “no salt” or “no sugar” labels to their packages so that they can be recognised by the consumers more easily.

Nutrient	Description of claim	Conditions
Sodium (Salt)	Low	Food, solid or liquid, containing not more than 0.12 g of sodium per 100 g/mL of food.
	No	Food, solid or liquid, containing not more than 0.005 g of sodium per 100 g/mL of food.
Sugars	Low	Solid food containing not more than 5 g of sugars per 100 g of food; or liquid food containing not more than 5 g of sugars per 100 mL of food.
	No	Solid food containing not more than 0.5 g of sugars per 100 g of food; or liquid food containing not more than 0.5 g of sugars per 100 mL of food.

Since the launch of the “Salt/Sugar” Label Scheme for Prepackaged Food Products, there are already near 200 prepackaged food products using the labels, including prepackaged food products in supermarkets and those from local manufacturers etc. The labels are presented in a set of four Chinese, English or bilingual editions and are available in colour and black-and-white versions.



Traders who wish to join the Scheme may simply complete and submit the “Notification Form of Implementation of the “Salt/Sugar” Label Scheme for Prepackaged Food Products” (FEHB277) available from the website of the Centre for Food

Safety (CFS) of the Food and Environmental Hygiene Department. Upon receipt of the Notification Form, CFS will upload information of the prepackaged food product bearing the label(s) to the website for public’s browsing

[https://www.cfs.gov.hk/english/programme/programme\\_rdss/programme\\_Salt\\_Sugar\\_Label\\_Scheme.html](https://www.cfs.gov.hk/english/programme/programme_rdss/programme_Salt_Sugar_Label_Scheme.html).

To promote the Scheme, the Government has recently broadcast a TV Announcement in the Public Interest. This can also be viewed at [https://www.fhb.gov.hk/en/press\\_and\\_publications/otherinfo/181000\\_ssr/tva\\_pi.html](https://www.fhb.gov.hk/en/press_and_publications/otherinfo/181000_ssr/tva_pi.html). You can also view it on YouTube channel.



We earnestly appeal to the trade to take part in the Scheme for the benefit of the consumers. To learn more, please visit CFS’ website [cfs.gov.hk](https://www.cfs.gov.hk).

**Low Salt, Low Sugar. Your Health, Your Choice.**

# New Members

# 新會員



## Avalade Group Ltd

Mr Kenneth CHEUK 卓冠豪先生  
Director  
<https://avaladegroup.com>



## Aviva Life Insurance Co Ltd 英傑華人壽保險有限公司

Mr Charles HUNG  
Chief Executive Officer  
<https://www.blue.com.hk>



## BH Hospitality Ltd

Mr Paul WHELAN  
Chief Operating Officer  
<https://www.bh-hospitality.com/>



## CT Hong Kong Group Ltd

Mr Andrew WHITFORD  
Managing Director, Asia  
<http://www.ctgroup.com>



## Diyixian.com Ltd 第一線有限公司

Mr Jacky WAN 尹毅強先生  
COO  
<http://www.dyxnet.com>



## Etihad Airways

Ms Clara Pui Ching YU  
Sales Manager  
<http://www.etihad.com/en-hk/>



## Maple International Enterprise Ltd 豐業國際企業有限公司

Mr Desmond YIP 葉焯祺先生  
Chairman  
<http://www.maple.hk>



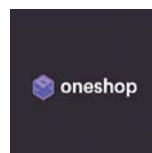
## Montrose Food & Wine HK Ltd 夢圖絲食品葡萄酒香港有限公司

Mr Daniel VANDERHAVE 方丹寧先生  
Group Managing Director  
<https://www.montrose.com.hk/>



## Nutek Systems (HK) Ltd 新科技顧問(香港)有限公司

Mr Patrick Tsun Yin LEE 李俊賢先生  
Chief Executive Officer  
<http://www.nuteksystems.com>



## Oneshop Ltd 雲購有限公司

Mr Lucas FONG 方嘉毅先生  
CEO



ENQUIRIES  
Ms Sharon Chung  
Tel: (852) 2823 1203  
Email: [membership@chamber.org.hk](mailto:membership@chamber.org.hk)



**Origin X Capital Ltd**

Ms Sandra WU  
Founding Partner  
<http://Origin-x.capital>



**Right Course Ltd**

Mr Kiryl KRUHLIAKOU  
CEO  
<https://mbltour.ru/>



**Paul K C Chan & Partners**

**陳錦程律師事務所**  
Mr Paul Kam Ching CHAN 陳錦程先生  
Solicitor  
<http://www.lawcpa.hk>



**Serai Ltd**

Mr Andrew DENNISON  
COO  
<https://www.seraitrade.com/>



**Penticton Pacific Co Ltd**

**法園地有限公司**  
Ms Olivia LEE  
General Manager  
<https://pentictonpacific.com>



**Strategic Consulting Ltd**

Ms Gloria CHOI  
Manager  
<http://www.strategicon.hk>



**RacingLand (Hong Kong) Ltd**

**華晟馬業(香港)有限公司**  
Mr Alvin LAM 林柏鍵先生  
Managing Director  
<http://www.racingland.com>



**Sunny Dynamic Ltd**

**新利泰有限公司**  
Dr Gloria TAM 譚麗芬醫生  
CEO



**Richards Basmajian Ltd**

Mr Peter BASMAJIAN  
Director  
<http://www.rb.com.hk>



**Visa Hong Kong Ltd**

Mr Andy YEE 余浩基先生  
Senior Director, Government Relations  
<http://www.visa.com.hk>

# Strollers for the City

## 都市嬰兒車



**At BABYZEN, innovation and practicality are at the heart of its products.**

Founded in 2009 in France by a group of five fathers, BABYZEN was born out of an ambition to create a product that would make parenting easier. The idea came to Co-founder and CEO Julien Chauderge in 2001 when he bought a stroller for his newborn son. But when moving around the streets, he found it to be bulky and inconvenient.

Recognizing a need for a simple and more compact product, he quickly got to work with his father, Jean Michel, and created a new generation of strollers

designed to fit the needs of today's urban landscape.

Xavier de Bure, Managing Director and another of the company's co-founders, is based in Hong Kong.

"Our mission is to create products to make the daily lives of parents easier and to help them reach their personal and family goals," he said.

In 2012, BABYZEN introduced YOYO, which has since then taken the industry by storm. This all-in-one stroller can transform into three modes, so it can be used from birth to toddler, and also as a car seat. As YOYO is designed specifically for urban parents, Hong Kong is the perfect

landscape to showcase its capabilities and features.

"Mobility is something we often relate to in Hong Kong, and being able to manoeuvre around the city with ease is a huge consideration point for urban parents," said de Bure. YOYO is foldable and can even be carried as hand luggage on flights, making it ideal for travelling as well as everyday use.

The company's products are currently distributed in 85 countries across five continents, and over 2,600 retail points. de Bure said that they work closely with their partners around the world to ensure global brand consistency and that the key

to success is to "understand your market, your consumers, and stay focused on what their needs are through thoughtful innovation."

BABYZEN has always had an office in Hong Kong as its regional headquarters. Since joining HKGCC in 2018, its staff members have participated in several events to keep them up-to-date on the ever-changing business environment.

"The growingly complicated international relations can sometimes be a challenge for smaller organizations such as ours, and HKGCC can help us make better decisions by offering information and clarity," de Bure said.





**“Mobility is something we often relate to in Hong Kong, and being able to manoeuvre around the city with ease is a huge consideration point for urban parents,”**

**「在香港生活往往離不開出行，而能夠在鬧市中穿梭自如，是一眾都市父母的重要考慮。」**

**在 BABYZEN，創新和實用是產品核心元素。**

BABYZEN 於 2009 年由五位法國父親創辦，旨在開發一款令育兒變得輕鬆的產品。2001 年，聯合創辦人兼總裁 Julien Chauderge 為其初生兒子選購了一輛嬰兒車，但每當外出時，總覺得那輛手推車既笨重又不便，發了他的創作念頭。

他意識到有需要開發一款更簡便輕巧的產品，遂馬上與父親 Jean Michel 合力創製了新一代的嬰兒車，以切合現今城市環境的需要。

公司另一位聯合創辦人兼董事總經理 Xavier de Bure 駐守香港市場。

他說：「我們的使命是創造出讓父母更輕鬆自在育兒出行的產品，協助他們實現個人和家庭目標。」

2012 年，BABYZEN 推出了 YOYO 嬰兒車，風靡業界。這款一體式嬰兒車可轉換成三種模式，從初生嬰兒到幼兒階段皆可使用，也可充當汽車座椅。由於 YOYO 專為現代都市父母而設，香港正是展示其功能和特色的理想地點。

de Bure 說：「在香港生活往往離不開出行，而能夠在鬧市中穿梭自如，是一眾都市父母的重要考慮。YOYO 的摺疊式設計輕巧便利，更符合機艙手提行李的規格，是外遊和日常出行的好夥伴。」

該公司的產品目前遍及五大洲的

85 個國家和超過 2,600 個零售點。de Bure 表示，他們與世界各地的夥伴緊密合作，確保品牌的全球一致性，而成功訣竅在於「了解你的市場和消費者，並做到體貼周到，不斷創新求變，以專注滿足他們的需要。」

BABYZEN 在香港設有地區總部。自 2018 年加盟總商會以來，公司員工已參與多項活動，緊貼不斷變化的商業環境。

de Bure 說：「對我們這些規模較小的機構來說，日益複雜的國際關係往往帶來挑戰，而總商會提供了豐富清晰的資訊，有助我們作出更好的決策。」

Company 公司名稱：**BABYZEN**  
HKGCC Membership No. 總商會會員編號：HKB0544  
Established 創辦年份：2008  
Website 網站：<http://www.babyzen.com/>

# Diagnosis for Success

## 「診斷」成功路

**Founded by Dr. Ricky Chiu at the University of California, Los Angeles in 2014, PHASE Scientific is a biotechnology start-up seeking to change the landscape in diagnostics and healthcare management.**

PHASE Scientific has since then expanded globally and chosen to locate its headquarters in Hong Kong – where it can gain better access to China’s growing healthcare market – while retaining a base in California.

The company’s innovations in the biotechnology sector have received the backing of organizations including the U.S. National Institute of Health, the Bill and Melinda Gates Foundation and the U.S. National Science Foundation.

“We are a biotech company that takes pride in having developed a best-in-class, ground-breaking sample preparation technology,” said Chairman and CEO Ricky Chiu.

One of the current applications for the company’s technology is in sample preparation for liquid biopsy, a crucial part of the cancer diagnostic

process. Validation results showed that the cfDNA extraction kit PHASE has developed for liquid biopsy improves efficiency several times beyond the existing industry gold standard. This capability can unlock many new applications in cancer diagnostics, and has the potential to realize recurrence monitoring and early cancer screening.

“We believe that everyone should have access to better diagnostic tools and knowledge about their health,” said Chiu. “Better information, in the hands of more people, facilitates better decision-making, empowers action and engenders change.”

Chiu believes that the company’s technology and products will help bring about a significant change to the health sector, and to people’s lives.

“Healthcare will be focused on prevention, rather than treatment,” Chiu said, “and diseases will be managed by advanced diagnostics that are developed or powered by PHASE Scientific.”

Chiu said that the company

prides itself on its product performance, which is “superior to the current gold standard.” For example, the PHASIFY product will not only benefit academia and research labs but will also greatly impact advancements in precision therapy selection, recurrence monitoring, and early cancer screening.

“The technology can also make any diagnostic test more affordable, accessible, faster, easier and more accurate,” he said.

**“Better information, in the hands of more people, facilitates better decision-making, empowers action and engenders change.”**

Chiu added that the company’s culture and its international teams and partners play an important role in the success of PHASE Scientific. “Strong communication and trust with each other enabled us to expand rapidly and operate effectively across the globe,” he said.





# 妥善管理知識產權 助你拓展無限商機

## 知識產權管理人員計劃

知識產權署推出「知識產權管理人員計劃」，旨在協助香港企業(特別是中小企業)建立知識產權方面的人力資源，以及透過知識產權管理提升競爭力，以把握知識產權貿易所帶來的機遇。



### 計劃有什麼好處？

參加計劃的企業將可獲得：

- ✓ 優先資格及特價優惠，報讀「知識產權管理人員培訓課程」
- ✓ 免費參加「知識產權管理人員實務工作坊」及獲贈實務指南乙本
- ✓ 企業參加證書乙張
- ✓ 知識產權的最新資訊

### 怎樣參加計劃？

- ➔ 企業應委任一名管理階層的員工擔任內部「知識產權管理人員」，負責監督知識產權資產的規範、管理、使用及商品化情況
- ➔ 知識產權署會定期為「知識產權管理人員」提供培訓課程及實務工作坊，以確保他們獲得執行有關職務的知識
- ➔ 計劃費用全免；參加及詳情，請瀏覽 [www.ip.gov.hk/ipms](http://www.ip.gov.hk/ipms)

## 免費知識產權諮詢服務

知識產權署在香港律師會的支援下，為香港中小企\*提供一對一的免費知識產權諮詢服務，藉此協助他們加深對知識產權的認識和制訂有效的知識產權管理及商品化策略。

香港律師會的執業律師(顧問)會提供30分鐘的諮詢面談服務。諮詢範圍涵蓋：

- ✓ 知識產權註冊
- ✓ 知識產權管理
- ✓ 知識產權授權
- ✓ 知識產權盡職調查

網上申請或下載申請表格，請瀏覽 [www.ip.gov.hk/ipcs](http://www.ip.gov.hk/ipcs)

\* 凡在香港從事製造業而聘用少於100名僱員，或從事非製造業而聘用少於50名僱員的公司，均被界定為中小企(資料來源：工業貿易署)。只有中小企獲提供是項免費知識產權諮詢服務。凡屬律師事務所及提供知識產權諮詢或其他專業服務的機構所提出的申請，概不接受。



香港特別行政區政府知識產權署  
The Government of the Hong Kong Special Administrative Region  
Intellectual Property Department

## 知識產權管理人員培訓課程

基礎課程

- ➔ 此課程為參加者提供基礎知識，由知識產權專業人士教授。內容涵蓋「知識產權基本概念」、「商標、專利、版權及外觀設計的管理與開發」、「知識產權貿易」、「內地的知識產權管理與保護」及「香港的知識產權註冊及申請程序」等
- ➔ 完成課程後可獲發修習證書乙張
- ➔ 下期課程將於**2019年12月5至6日**舉行，兩天課程費用只需HK\$200。報名及詳情，請瀏覽 [www.ip.gov.hk/ipmtp](http://www.ip.gov.hk/ipmtp)



## 知識產權管理人員實務工作坊

進階課程

- ➔ 此工作坊為「知識產權管理人員」提供進階培訓，由知識產權專業律師教授，內容包括「認識企業內的知識產權資產及制定相關策略」、「為企業的知識產權制定成本預算及保護準則」及「知識產權商品化的模式」等
- ➔ 完成工作坊後可獲贈「知識產權管理人員實務指南」乙本
- ➔ 下期工作坊將於**2020年1月**舉行，費用全免。有關報名詳情將於稍後公布。報名及詳情，請瀏覽 [www.ip.gov.hk/pwipm](http://www.ip.gov.hk/pwipm)



註：此工作坊只限非知識產權中介服務機構參加。如參加者的機構屬律師行或從事知識產權代理業務，其報名申請不會獲接納。

## 「香港-知識產權貿易中心」專題網站



此網站提供一站式有關知識產權貿易的資訊，如知識產權類別、知識產權貿易，管理和保護知識產權及各項支援服務的資訊，助你掌握知識產權貿易的機遇。詳情請瀏覽 [www.ip.gov.hk](http://www.ip.gov.hk)。

瀏覽 [www.ip.gov.hk](http://www.ip.gov.hk)

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查詢熱線：2961 6833



查看各項服務詳情

相達生物科技國際有限公司在2014年由加利福尼亞大學洛杉磯分校的招彥燾博士所創。

這所生物科技初創企業致力改變目前診療管理業界的大環境，業務遍及全球。除了位於加州的基地，相達生物科技亦在香港設立了總部，以便進軍中國內地日益增長的醫療市場。

該公司在生物科技上的創新研發得到了不少機構的支持，當中包括美國國立衛生研究院、比爾與梅琳達·蓋茨基金會及美國國家科學基金會。

董事長及首席執行官招彥燾表示：「這家生物科技公司研發了冠絕同行的突破性樣品處理技術，我們引此為傲。」

該公司其中一項技術是液態活檢的樣本處理，為癌症診斷過程的關鍵一環。驗證結果表明，相達生物科技為液態活檢開發的游離基因（cfDNA）萃取套裝較當前的業界黃金標準快上數倍。這種優勢可望在癌症診斷方面帶來更多嶄新應用，並有潛力實現復發監控和早期癌症篩查。

招彥燾說：「我們相信每個人都應得到更優質的檢測工具，並掌握更多自身健康的資料。當更多人能夠獲取更好的資訊，便可促成最佳的決策，誘發行動，推動改變。」

招彥燾認為，公司的技術和產品能夠為醫療界以至人類的生活帶來重大變革。

他說：「醫療服務將專注於疾病



預防而非治療，而由相達生物科技研發或經營的先進診斷技術則能管控疾病。」

招彥燾表示，公司對其產品表現「優於目前的黃金標準」感到自豪。

例如，PHASIFY 產品不僅惠及學術界和研究實驗領域，還可促進精準治療、復發監測和早期癌症篩查方面的發展。

他說：「這項技術亦可令所有診斷檢測更便宜和廣為用人，而且更加便捷和準確。」

招彥燾補充指，公司能夠取得成功實在有賴自身的企業文化，以及其國際團隊和夥伴的協作。

**「當更多人能夠獲取更好的資訊，便可促成最佳的決策，誘發行動，推動改變。」**

「良好的溝通和互信讓我們能快速擴展業務，在全球各地有效運作。」

Company: **PHASE Scientific International Ltd**  
公司名稱: 相達生物科技國際有限公司  
HKGCC Membership No. 總商會會員編號: HKP0636  
Established 創辦年份: 2017  
Website 網站: <http://www.phasescientific.com>

# 採納 《消除性傾向歧視僱傭實務守則》 共建無歧視工作間

*Adopt the Code of Practice against Discrimination in Employment  
on the Ground of Sexual Orientation Create a Discrimination-Free Workplace*

《守則》由香港特別行政區政府編製，旨在協助僱傭雙方自我規管，以消除僱傭範疇中的歧視措施和行為，並促進人人無分性傾向而享有平等的就業機會。

The Code, issued by the Government of the Hong Kong Special Administrative Region, is to facilitate self-regulation on the part of employers and employees in eliminating discriminatory practices in employment. It seeks to promote equal employment opportunities among all persons - irrespective of their sexual orientation.

《守則》的建議包括 Recommendations of the Code include :

- 所有僱員都有權根據他們的能力、職級、年資和經驗而獲得相稱的晉升、調職或培訓等機會  
All employees are entitled to the opportunities for promotion, posting or training (etc.) commensurate with their ability, rank, seniority and experience
- 確保僱員不會因為本身的性傾向而遭受處分或解僱  
Ensure that employees' sexual orientation is not a ground for disciplinary action or dismissal
- 制訂一套內部申訴程序，以處理機構內有關歧視、騷擾或中傷的投訴  
Establish internal grievance procedures to deal with complaints concerning discrimination, harassment, or vilification within their organisations
- 定期監察平等機會政策的實施情況，確保政策得以切實執行  
Monitor policy regularly to ensure that it is working in practice

劃一甄選準則 Consistent selection criteria

- 僱主應該就僱傭範疇內的各個環節，包括招聘、晉升、調職、培訓、解僱、裁員，以及就僱傭條款和條件方面，採用一套劃一甄選準則

It is recommended that employers apply consistent selection criteria for all aspects of employment, including recruitment, promotion, transfer, training, dismissal and redundancy as well as terms and conditions of employment

- 劃一甄選準則不應提及性傾向，而只應與工作有實質關係

Such criteria should not make reference to sexual orientation and should be specifically related to the job

《守則》全文可於以下網址下載：

The full text of the Code can be downloaded in the following link:

中文：[https://www.cmab.gov.hk/tc/issues/code\\_of\\_practice.htm](https://www.cmab.gov.hk/tc/issues/code_of_practice.htm)

English：[https://www.cmab.gov.hk/en/issues/code\\_of\\_practice.htm](https://www.cmab.gov.hk/en/issues/code_of_practice.htm)



《守則》網頁  
Website of the Code

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# Under the Sea

## 海底世界

Newly revamped Neptune's presents a colourful menu to promote coral conservation and sustainable seafood, reports the Chamber's staff writer **Elmo Wong**

海龍王餐廳以全新面貌登場，呈獻多彩菜餚，推廣珊瑚保育及環保海鮮概念  
本刊記者王靜雯

**Ocean Park has reopened its Neptune's restaurant with a new theme of coral conservation.**

Coral, often described as the "rainforest of the sea," plays a key role in supporting the underwater ecosystem. In its new interior design, Neptune's employs the beautiful appearance of coral to create a dreamy ocean ambience, while also using the concept to increase awareness of the importance of protecting the world's oceans.

Meanwhile, Consultant Chef, Michelin-starred Chan Kwok-keung, puts a new spin on sustainable seafood in the restaurant's tasting menu. The culinary team blends Chinese cooking techniques and globally sourced ingredients in six exquisite dishes. Colourful ingredients, in addition to beautiful plating, perfectly echo the theme of rainbow-like corals.

Not only can diners savour a range of delicate Chinese cuisine in Neptune's, but they can also enjoy a unique view of more than 100 species in the aquarium.



**Gourmet Platter**  
美點拼盤

This platter includes Taiwanese shredded guava with preserved plum flavour, Sichuan-style air-dried Angus beef with honey, and tender Australian Greenlip abalone served with wasabi sauce. This appetizer combines sourness, crispiness, spiciness and freshness, providing a preview of the variety of flavours in the feast ahead.

台灣話梅番石榴球、川味燈影牛肉、以澳洲青邊鮑製成的芥末鮑魚角——三式頭盤集酸、脆、辣、鮮於一身，讓食客先嚐接下來盛宴的各種滋味。



**Kamei Chicken Consomme in Whole Young Coconut**  
椰皇燉嘉美鷄湯

Locally sourced Kamei chicken, coconut juice, black wolfberries and Yunnan Ham are stewed in a coconut shell for eight hours to create this soup. Neptune's uses the double-boiled method to bring out the best flavours and aroma of natural ingredients.

鷄湯由本地嘉美鷄、椰汁、黑杞子和雲南火腿放椰殼慢燉八小時而成。選用雙重燉製方法，更能彰顯天然食材的味道及香氣。



**Stir-fried Lobster with Crispy Egg White and Truffle**  
松露雲蛋龍蝦球

This beautiful dish features a coral-themed plating with stir-fried sustainable Australian lobster tail, egg white soufflé and black truffles. The soft soufflé fully absorbs the essence of lobster juice and delivers a pleasing contrast to the meaty lobster.

這道菜的賣相尤如海中的珊瑚，選用環保澳洲龍蝦尾快炒，再配以蛋白梳乎厘及黑松露。嫩滑的梳乎厘盡收龍蝦汁的精華，與肉厚鮮甜的龍蝦尾相映成趣。

### Neptune's 海龍王餐廳

180 Wong Chuk Hang Rd, Wong Chuk Hang  
黃竹坑黃竹坑道180號  
3923 2323

## Chef's Profile 大廚小檔

In his 28 years of culinary experience, Chef Chan Kwok Keung has developed expertise in Beijing, Huaiyang, Sichuan and Cantonese cuisines. He excels at crafting modern dishes while retaining the essence of traditional cooking. His outstanding culinary skills and creativity have won him numerous awards and recognition, including World Champion at The Chinese Cuisine World Championship, and a Michelin Star.

Despite these successes, Chef Chan is not complacent. "Imagination is boundless. I find excitement creating new dishes," he said. "I enjoy looking for inspiration in the aquarium. I even make friends with the fish!"

陳國強大廚入廚28年，對魯、蘇、川、粵四大菜系尤有鑽研，善於創作現代菜式，而又不失傳統烹飪精髓。優秀的廚藝和創意讓他屢獲殊榮，包括「中餐烹飪世界錦標賽」世界冠軍，以及米芝蓮一星榮譽。

儘管功成名就，陳師傅卻毫不自滿。他說：「想像力無邊無際，研發新菜式總教我雀躍萬分。我喜歡到水族館吸取靈感，甚至與魚交上朋友了！」。



**Braised Pork Belly in Aged Vinegar**  
黑醋東坡肉

Inspired by the classic red-wine beef stew, local quality pork belly is stewed at 72°C with balsamic vinegar and Zhenjiang vinegar. After absorbing the acidity and sweetness of the Chinese and Western vinegars, the tender pork meat and juicy layers of fat melt in diners' mouths.

這道菜靈感源自經典菜式紅酒燉牛肉，海龍王餐廳取用本地優質豬腩肉，加入意大利黑醋及鎮江香醋以攝氏 72 度燉煮。軟嫩東坡肉混合了中西兩款黑醋的甜酸味，引人食指大動，入口更是肥美多汁，油香滿溢。



**Neptune's Signature Fried Rice**  
海龍王炒飯

This colourful fried rice, made from 26 ingredients, is a new take on the famous Yangzhou fried rice. It uses fresh seafood including abalone, lobster and king crab meat, with a mix of brightly coloured vegetables such as carrots, purple cabbage and peas to delight diners' eyes.

色彩斑斕的炒飯，混入了 26 種材料，是經典揚州炒飯的變奏。採用新鮮海產包括鮑魚、龍蝦及皇帝蟹肉，加入蘿蔔、紫椰菜及青豆等顏色鮮艷的蔬菜，更顯繽紛奪目。



**Kiwi Fruit Sweet Soup with Fruit Jelly and Glutinous Rice Ball**  
奇異果露伴奶香果凍丸子

The dessert recreates a fish pool in your bowl. A cute and creamy goldfish-shaped milk pudding swims in a sweet soup of nutritious kiwi seeds amid homemade rice balls. It concludes the meal with a variety of textures and pleasing sweetness.

這道甜點把你的餐碟搖身變成個小魚池：趣緻的忌廉奶凍布丁呈金魚狀，彷彿於營養豐富的奇異果籽糖水和自家製湯丸間暢泳。豐富的口感和香甜滋味，為今次海洋之旅畫上完美句號。

珊瑚礁常被喻為「海中熱帶雨林」，對維持海洋生態系統舉足輕重；海洋公園旗下海龍王餐廳便正是以珊瑚保育為主題重新亮相。

餐廳取珊瑚的優美形態為室內設計概念，營造夢幻海洋情調之餘，亦提醒大眾保護海洋的重要性。

米芝蓮星級顧問大廚陳國強為餐廳多款環保海鮮菜式注入嶄新元素。廚師團隊運用中式烹調技巧，炮製從世界各地搜羅的食材，呈獻六道精緻菜餚。色彩斑斕的用料配上賞心悅目的擺盤，正是多彩珊瑚的寫照。

食客不僅能在餐廳嚐遍多道別緻中菜，更可以邊吃邊欣賞水族館內過百種海洋生物優游暢泳。



Chamber Deputy Chairman Peter Wong and CEO Shirley Yuen attended the Cocktail Reception to Celebrate the 70th National Day of the People's Republic of China organized by the business and industrial communities of Hong Kong on 6 September. The Chamber was one of the organizers of the event.

總商會常務副主席王冬勝及總裁袁莎妮於9月6日出席「香港工商界同胞慶祝中華人民共和國成立70週年國慶酒會」。總商會為活動的主辦機構之一。



Petrina Tam, China Committee Chairman, represented the Chamber on the Hong Kong Business Mission to Guangzhou on 26-27 August. The mission was led by Jonathan Choi, Deputy Chairman and Convenor of the Chinese Mainland and ASEAN Working Group of the HKTDC's Belt and Road Committee. During the mission, the delegation attended "The Hong Kong Forum on Innovation and Transformation" and visited a number of Guangzhou companies.

中國委員會主席譚唐毓麗於8月26至27日代表總商會參加香港商界廣州考察團。代表團由香港貿易發展局一帶一路委員會副主席、中國內地及東盟地區工作小組召集人蔡冠深率領。期間，團員出席「創新升級·香港論壇」，並參觀了多家廣州企業。

Johnny Lau Yui-siu, a renowned political commentator and China affairs analyst, spoke to Chamber members regarding the U.S.-China trade war and ongoing local social unrest at a roundtable luncheon on 5 September. He shared his analysis of the complex economic environment and political relationships, on the day immediately after the Government announced it would withdraw the Extradition Bill.



知名時事評論員及中國政治專家劉銳紹在9月5日的午餐會上，與總商會會員討論中美貿易戰及本地社會持續動盪。正值政府宣布撤回修訂《逃犯條例》草案翌日，他剖析了當前錯綜複雜的經濟環境及政治關係。



Edmond Yue, Chamber General Committee Member, attended the Third China-Mongolia Expo in Wulanchabu, Inner Mongolia on 6 September. The event was co-organized by the Government of Inner Mongolia, HKTDC, and the Macao Trade and Investment Promotion Institute.

總商會理事余國賢於9月6日赴內蒙古烏蘭察布市出席「第三屆中國—蒙古國博覽會」。活動由內蒙古自治區政府、香港貿發局和澳門貿易投資促進局合辦。





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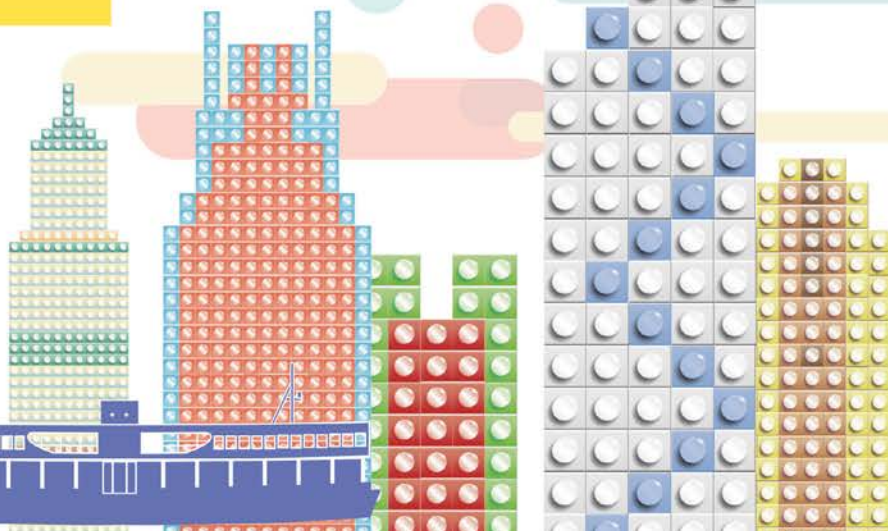
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Petrina Tam, China Committee Chairman, received a delegation led by Jin Guowei, Dalian Vice Mayor, at the Chamber on 11 September. During the meeting the attendees discussed future cooperation between Dalian, a port city in Liaoning Province, and Hong Kong businesses.



中國委員會主席譚唐毓麗於9月11日接待大連市人民政府副市長靳國衛一行，雙方討論遼寧省港口城市大連與香港企業的未來合作。

Louis Chan, Assistant Principal Economist (Global Research) at HKTDC, spoke at the China Committee meeting on 13 September. He briefed members on the latest developments in the U.S.-China Trade War and its impact on businesses.

香港貿易發展局環球市場助理首席經濟師陳永健於9月13日出席委員會會議，向委員概述中美貿易戰的最新發展和其對企業的影響。



Edmond Yew, China Committee Vice Chairman, led an eight-member delegation to the China International Fair for Investment and Trade (CIFIT) in Xiamen on 7 - 8 September. Members attended the opening ceremony and visited the Hong Kong Pavilion and selected booths at the event. The delegation also met with Huang Wei, Director-General of the Standing Committee of Huli District People's Congress of Xiamen, and Yan Zhiping, Vice Chairman of the China Council for the Promotion of International Trade Xiamen Committee. They also had the opportunity to visit Jimei Software Park and the Cross-Strait Financial Centre. CIFIT is currently Mainland China's only international investment promotion event aimed at facilitating two-way investment, and this year's theme was "Belt and Road Investment." Since 1997, the Chamber has led a delegation to attend the fair every year.

中國委員會副主席姚逸明於9月7至8日率領8人代表團參加「廈門國際投資貿易洽談會」（投洽會）。代表團出席了香港館的開幕式和參觀其他展位，並與廈門市湖里區人大常委會主任黃煒及中國國際貿易促進委員會廈門市委員會副會長顏志平會面。團員亦有機會考察集美區的軟體園及兩岸金融中心。投洽會是中國內地目前唯一專注於雙向投資的國際投資促進活動，而今年的主題為「一帶一路」。自1997年起，總商會每年都率團參加投洽會。





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Hong Kong General Chamber of Commerce  
香港總商會1861

## Americas Committee 美洲委員會

### Building Ties with Utah 與猶他州建立商務聯繫



A trade delegation from Utah led by Justin Harding, Chief of Staff, and Val Hale, Minister of Economy of Governor's Office of Economic Development, State of Utah, together with officials and businesses from six industry clusters – outdoor industry, food/agriculture, life sciences, aerospace/defence, financial services and economic development – of Utah visited the Chamber on 17 September. The delegates were welcomed by Chamber Chairman Aron Harilela, Vice Chairman Leland Sun, and Americas Committee Vice Chairmen Mark Michelson and Evaristo Trevino Berlanga.

The delegates were eager to learn more about the Guangdong-Hong Kong-Macao Greater Bay Area (GBA), so Dr Tse Kwok Leung, Head of Policy and Economic Research Bank of China (HK), gave an overview about the initiative and shared his insights on the opportunities and challenges in the GBA. Meanwhile, Dr Lawrence Cheung, Chief Innovation Officer at Hong Kong Productivity Council, spoke about innovation and technology development and implementation in Hong Kong. He introduced some of the latest developments including the AI & Robotics Research Centre. Cheung also shared some innovative processes that are in operation in Hong Kong, including street cone-handling robots, automated distribution centres and high-pressure food processing, which can extend the shelf life of fresh fruit juice from four to 40 days.

猶他州州長經濟發展辦公室主任 Justin Harding 和經濟部長 Vale Hale 率領猶他州貿易代表團，包括當地官員及六個當地產業群企業代表——戶外產業、食品／農業、生命科學、航空／國防、金融服務和經濟發展，於9月17日到訪總商會，由主席夏雅朗、副主席孫立勳，以及美洲委員會兩位副主席麥高誠和 Evaristo Trevino Berlanga 接待。

代表團希望深入了解粵港澳大灣區（大灣區）倡議，因此中國銀行（香港）經濟及政策研究主管謝國樑博士概述倡議內容，並分析大灣區的機遇和挑戰。香港生產力促進局首席創新總監張梓昌博士討論了本港創新科技的發展和應用，並講解業界的最新發展，包括人工智能和機械人研究中心，還分享了一些應用在香港的創新流程，包括安全路錐搬運機械人、自動配送中心，以及可把新鮮果汁的保質期從4天延長至40天的高壓食品加工技術。

Chamber Vice Chairman Leland Sun, Americas Committee Vice Chairman Mark Michelson, and PR & Programs Director Malcolm Ainsworth attended a cocktail reception at the home of Hanscom Smith, Consul General of the United States of America, on 16 September to welcome a delegation from the Governor's Office of Utah.

總商會副主席孫立勳、美洲委員會副主席麥高誠及公共關係及項目總監麥爾康於9月16日到訪美國駐港總領事史墨客的府邸，出席猶他州貿易代表團的歡迎酒會。

## Asia & Africa Committee 亞洲及非洲委員會



Dr Alicia Garcia-Herrero, Chief Economist for Asia Pacific at NATIXIS, shared the findings of her latest research on China's investment in Africa at a roundtable luncheon on 18 September. She discussed the structure of China's FDI into Africa, and the dominating influence of European investment on the continent. Members learned how China should refocus its investment strategy in Africa in order to create more jobs and sustain investment for the long term.

法國外貿銀行亞太區首席經濟師 Alicia Garcia-Herrero 博士於9月18日的午餐會上，分享有關中國在非洲投資的最新研究成果。她講解中國在非洲的投資結構，以及歐洲在當地投資的支配性影響。會員還了解到中國應如何重新部署投資非洲的策略，從而創造更多就業機會，並維持長遠投資。

The Asia and Africa Committee held a committee meeting on 18 September. Joon Koo Lee, Deputy Director at the Korea Trade-Investment Promotion Agency (KOTRA), gave members an update on the business and investment climate in Korea, and KOTRA's work in Hong Kong. He told members that the number of foreign companies investing in Korea had grown from 1,600 in 1990 to almost 19,000 in 2018. Companies are attracted by Korea's macroeconomic stability, as well its innovative competitiveness, as the country topped Bloomberg's Innovation Index for six consecutive years. Korea is a world leader in production of DRAM, chemicals, smartphones and shipbuilding. With a relatively low labour cost for a developed country and an abundance of skilled workers, Korea is an ideal destination to set up high-tech manufacturing plants and R&D factories, Lee said.

亞洲及非洲委員會於9月18日舉行委員會會議。韓國貿易投資促進局副總監李俊九向委員介紹韓國的商業和投資環境，以及該局在港的工作。他表示，在韓國投資的海外公司數目已從1990年的1,600家增至2018年接近19,000家。韓國穩定的宏觀經濟環境及創新競爭力，是吸引企業進駐的原因，更使其連續六年榮登彭博創新指數首位。該國在生產動態隨機存取記憶體、化學品、智能手機和造船方面，處於全球領先地位。李俊九指出，作為一個發達國家，韓國的勞工成本相對較低，並且擁有大量熟練技工，是設立高科技製造設施和研發工廠的理想目的地。

## Meeting on Doing Business and Investing in Ghana 加納經商投資會議

To give members a better understanding of the country before embarking on the mission to Ghana and Morocco, the Asia & Africa Committee organized a meeting where Alicia Garcia-Herrero, Chief Economist for Asia Pacific at NATIXIS, and Andrew Wells, Convenor of the Chamber's Belt and Road Working Group, shared their insights on Ghana's business environment and investment climate.

Wells gave members a brief background of Ghana and explained that the country possessed a strong cultural heritage and hence opportunities in tourism. Minerals such as diamonds and gemstones, as well as agricultural produce including cocoa, were also ripe for exports. He said that on visits by Chinese officials to the continent in the past decade, Ghana was one of the major countries to receive attention.

Garcia-Herrero told members that the country's macroeconomic management had improved under the IMF programme and with the help of newly discovered oil resources since 2011. However, there were risks as fiscal accounts remained weak and the country remains heavily dependent on foreign investors to finance fiscal debt. She advised members take advantage of the asymmetric opening of Ghana's market to E.U. goods, and opportunities in the gold and cocoa business.

為了讓會員在遠赴加納和摩洛哥考察前加深對兩地的了解，亞洲及非洲委員會早前特意舉行會議，邀來法國外貿銀行亞太區首席經濟師 Alicia Garcia-Herrero 博士及總商會一帶一路工作小組召集人華賢仕，介紹加納的商業和投資環境。

華賢仕概述加納的背景，並講解該國深厚的文化底蘊，為當地旅遊業帶來機遇。鑽石和寶石等礦產及可可豆等農產品的出口時機亦已臻成熟。他表示，過去十年，中國官員出訪非洲大陸時，加納每每成為其中一個備受關注的主要國家。

Garcia-Herrero 向會員表示，自2011年起，受惠於國際貨幣基金組織的計劃及新發現的石油資源，加納的宏觀經濟管理已見改善。然而，由於該國財政賬目仍然疲弱，加上過分依賴外國投資者為財政債務融資，因此存在投資風險。她建議會員利用加納市場對歐盟商品的不對稱開放，以及黃金和可可豆方面的商機。



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Prof Steve Wong  
黃兆輝教授



**Asia & Africa Committee**  
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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

### Meeting with JETRO 與日本貿易振興機構會面

Deputy Director General of JETRO Yutaka Hashimoto, along with Invest Japan Promotion Specialist Nicole Takano and Officer Yusuke Kobayashi, called on the Chamber on 13 September to discuss follow-up plans after the Chamber's Mission to Hokkaido in June. Asia & Africa Committee Chairman Behzad Mirzaei, Vice Chairman Andrew Wells, Director for PR & Programs Malcolm Ainsworth and members met with the visitors and discussed details about how to invest in Japan's real estate.

日本貿易振興機構副所長橋本豐連同對日直接投資推廣專員 Nicole Takano 及主任小林勇介於 9 月 13 日到訪總商會，討論本會 6 月率團到訪北海道的後續計劃。亞洲及非洲委員會主席苗澤文、副主席華賢仕和公共關係及項目總監麥爾康聯同委員接見訪客，商討投資日本房地產的詳情。

Andrew Wells, Vice Chairman of the Asia & Africa Committee, along with Chamber PR & Programs Director Malcolm Ainsworth and Committee Secretary William Ngo, discussed with Claudia Andrews from Odana Consultancy on 12 September preparations for the Ghana leg of the Chamber's mission to Africa on 3 December. Almost all meetings, business matching and site visits were confirmed, and a meeting with the President of Ghana was being arranged.

亞洲及非洲委員會副主席華賢仕連同總商會公共關係及項目總監麥爾康和委員會秘書吳景輝，於 9 月 12 日與 Odana Consultancy 代表 Claudia Andrews 討論本會 12 月 3 日率團考察非洲加納的籌備工作。幾乎所有會議、商業配對和實地考察活動行程皆已敲定，並正安排與加納總統會面。

## Belt and Road Working Group 一帶一路工作小組

### Tourism on the Modern Silk Road 現代絲綢之路的旅遊發展

Jonathan McKinley, Former Deputy Secretary for Home Affairs, spoke on "Tourism on the Modern Silk Road" at a meeting of the Chamber's Belt and Road Working Group on 6 September.

He introduced his travels on the Silk Road route from China to Central Asia, including his experience of inter-city and inter-country trains, cultural exchanges with local people, and some of the tourist spots he visited. He noted that people in the Central Asia countries are well-educated and have good language skills, and are enthusiastic about Hong Kong. However, he found that they do not have much understanding of the Belt and Road Initiative.

Andrew Wells, Convenor of the Chamber's Belt and Road Working Group, added that promotion of the Belt and Road to foreign countries will be a very important factor in the success of the initiative.

Also at the meeting, Petrina Tam, Chairman of the Chamber's China Committee, shared her thoughts on how the professional services sector in Hong Kong could capitalize on the opportunities brought by the Belt and Road Initiative, using a professional accountant as an example. Tam is also Southern China Domestic Markets Leader at PwC Hong Kong.



民政事務局前副局長麥敬年於 9 月 6 日出席總商會一帶一路工作小組會議，講述「現代絲綢之路的旅遊發展」。

他分享從中國到中亞一段絲綢之路旅途上的所見所聞，包括乘搭城際和國際列車的體驗，與當地人的文化交流，以及介紹期間到訪過的一些旅遊景點。他指出，中亞國家人民受過良好教育，語言能力強，對香港深感興趣，但對「一帶一路」倡議卻不甚了解。

一帶一路工作小組召集人華賢仕補充，向外推廣「一帶一路」，是倡議取得成功的重要因素。

會上，總商會中國委員會主席譚唐毓麗以專業會計師為例，剖析香港專業服務業可如何利用「一帶一路」倡議帶來的機遇。譚唐毓麗亦是羅兵咸永道會計師事務所香港的中國南部主管。

## Practical Tips Series: Voluntary Health Insurance Scheme 實用技巧系列：自願醫保計劃

The Voluntary Health Insurance Scheme (VHIS) launched by the Government in April has attracted a great deal of interest among local people. A recent survey found that over 95% of respondents were aware of VHIS, and more than half of these were considering purchasing VHIS products. However, a number of misconceptions have arisen, for example regarding the HK\$8,000 tax deduction ceiling offered under the plan. Many people were also not aware that the VHIS does not cover pre-existing medical conditions.



At a Practical Tips roundtable, Danny Choi, Senior Research Scientist at the Food and Health Bureau, introduced the scheme including the features of VHIS-compliant insurance plans, the required basic protection offered by all certified standard plans, minimum compliance requirements offered by flexi plans, and the differences between these two types of plan. Choi also clarified the provisions for tax deduction, and illustrated them with examples. He finished by providing some tips for members on purchasing VHIS products or migrating their current plans to the new scheme.

政府於4月推出自願醫保計劃（「計劃」），引起了市民莫大的興趣。最近一項調查發現，超過95%的受訪者表示得悉計劃，其中一半以上正考慮購買自願醫保產品。然而，市民亦對計劃產生了一些誤解，例如有關計劃提供的8,000元稅務扣除上限。許多人也不知道計劃並不承保投保前已有的病症。

在是次實用技巧午餐會上，食物及衛生局高級科學研究主任蔡偉傑介紹了計劃，包括認可自願醫保計劃的特點、所有認可標準計劃提供的基本保障、靈活計劃的最低合規要求，以及這兩類計劃的分別。他還釐清了稅務扣除的規定，並舉例說明，更講解了一些購買自願醫保產品或把現有保單轉移到新計劃的須知。

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

A group of more than 20 members visited Cyberport, Hong Kong's flagship digital tech community, on 4 September. During the visit, Antony Chan, Senior Manager of the Ecosystem and Collaboration Team, introduced Cyberport's strategy to build a local ecosystem that was conducive to fintech start-ups. Members also met with a number of Cyberport incubatees, and visited some of the key facilities such as Smart-Space FinTech, the Smart Living Concept Store and Entrepreneurs Centre, and the new E-sports Arena.

逾20人訪問團於9月4日到訪香港數碼科技業的旗艦——數碼港。參觀期間，數碼港生態圈及夥伴合作組高級經理陳慶桃介紹數碼港為金融科技初創企業打造有利生態系統的策略。會員亦與多家數碼港培育公司會面，並參觀了一些重要設施，如「Smart-Space FinTech」共用工作空間、「Smart Living Concept Store」智慧生活專區、企業發展中心，以及全新的電競場館。

## Economic Policy Committee 經濟政策委員會

At the committee meeting on 19 September, Le Xia, Chief Economist for Asia at BBVA Research, shared his insights on the outlook for the Chinese economy. His presentation sparked a lively discussion among committee members.



在9月19日的委員會會議上，西班牙對外銀行研究部亞洲首席經濟學家夏樂剖析中國經濟前景，引起席間熱烈討論。

## COMMITTEE CHAIRMEN 委員會主席



Legal Committee  
法律委員會  
Ms Agnes Tan  
陳國萍女士



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  
王冬勝先生



Real Estate & Infrastructure Committee  
地產及基建委員會  
Mr Nicholas Brooke  
蒲祿祺先生



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 Kenneth Bell  
鮑健偉先生



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 Alice Leung  
梁愛麗女士



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

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



Joseph Law, CLP Power's Senior Director of Planning and Development, and Simon Ng, Director of Policy and Research at the Business Environment Council, discussed the strategies that the power and transport sector could adopt to reduce emissions at a seminar on 26 August. They were joined by Edwin Lau, Founder and Executive Director of The Green Earth, who shared his thoughts on some of the behavioural changes to help reduce Hong Kong's carbon footprint.

中華電力有限公司策劃及發展高級總監羅嘉進及商界環保協會政策及研究總監吳家穎出席8月26日的研討會，討論電力及運輸業可採用的減排策略。綠惜地球創辦人及總幹事劉祉鋒同為會議講者，他分享了如何透過改變日常行為，協助減少香港的碳足印。

In relation to the Council for Sustainable Development's public engagement exercise on Hong Kong's long-term decarbonisation strategy, a lunchtime seminar was organized on 2 September with two speakers from the Centre for Civil Society and Governance at the University of Hong Kong. The speakers introduced the consultation process and explained that they hoped collect views from members on behalf of the business community. Dr Winnie Law, Deputy Director and Principal Lecturer, briefed members on the process of drawing up a long-term decarbonisation approach for the city while Darwin Leung, Assistant Project Manager of Policy for Sustainability Lab, explained the key issues raised in the public engagement document.



為配合可持續發展委員會的「長遠減碳策略」公眾參與活動，總商會於9月2日舉行午餐會，並邀得香港大學公民社會與治理研究中心的兩位學者主講。二人講解了諮詢程序，並表示希望會員能夠代表商界向他們提出意見。副總監及首席講師羅惠儀博士向會員簡介為香港策劃長遠減碳方案的過程；策動永續發展坊助理項目經理梁子謙則解釋了公眾參與活動文件提出的關鍵議題。

## Europe Committee 歐洲委員會

### Finnair Luxury 芬蘭航空奢華體驗

Members enjoyed an interesting afternoon aboard one of Finnair's new aircraft on 23 August. Finnair staff gave members a guided tour of the modern A350 Airbus and also the new Plaza Premium First lounge. Participants were interested to see the spacious business class cabin, and the sunrise and sunset LED lighting that helps passengers better cope with jetlag.

會員於8月23日參觀芬蘭航空，登上全新的客機，渡過歡樂有趣的下午。芬蘭航空職員安排會員導賞新一代A350空中巴士，以及新開幕的香港環亞優逸庭貴賓室。參加者亦參觀了寬敞舒適的商務艙，並體驗了幫助長途旅客適應時差的日出日落LED燈效。





## HKGCC Business Case Competition 總商會商業案例競賽

In September, the Chamber visited The University of Hong Kong, City University of Hong Kong and Hang Seng University of Hong Kong, and presented to more than 300 students HKGCC's new Business Case Competition. During the sessions, Watson Chan, Deputy CEO (Policy & Business Development), introduced the Chamber and its work to support the business community in Hong Kong, and also shared with the students how they could participate in the competition.

總商會項目團隊於9月到訪香港大學、香港城市大學及香港恆生大學，向300多名學生介紹本會新推出的「商業案例競賽」。期間，副總裁（政策及商務發展）陳利華介紹了總商會及其支援香港商界的工作，並向學生講解參賽方法。



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



At the HKCSI-Executive Committee meeting on 10 September, Chairman Veronica Lockyer welcomed a group of new members joining the committee from the start-up community. She discussed with members the future directions of the committee based on initiatives proposed during a brainstorming session held in July. David Dodwell proposed one such activity could be a roundtable luncheon on online dispute resolution. Participants at the meeting also discussed the Entrepreneur Forum at the final pitching session of the Chamber's Business Case Competition on 22 November, which will be organized by the HKCSI-Executive Committee.

在9月10日的會議上，主席駱凱燕歡迎多位來自初創業界的新會員加入委員會。她根據7月份集思會上提出的建議，與會員討論委員會的未來發展方向。就此，杜大偉建議籌辦以網上糾紛調解為主題的午餐會。與會者還討論總商會11月22日「商業案例競賽」入圍提案簡報會上進行的企業家論壇，該活動將由香港服務業聯盟—執行委員會舉辦。

## Luncheon with Lithuanian Vice Minister 立陶宛副部長午餐會

Europe Committee Chairman Jennifer Chan attended a networking luncheon hosted by HKTDC with Jekaterina Rojaka, Vice Minister of Economy and Innovation of the Republic of Lithuania, and her delegation on 6 September. During the luncheon, both sides discussed cooperation opportunities.

歐洲委員會主席陳佩君於9月6日出席由香港貿發局舉辦的交流午餐會，與立陶宛共和國經濟及創新部副部長 Jekaterina Rojaka 及其率領的代表團會面，討論未來合作機會。

## Connecting with Vienna 連繫維也納

A business delegation from Vienna visited the Chamber on 11 September and was received by Europe Committee Vice Chairmen Wilhelm Brauner, Davide de Rosa, and Rosanna Choi together with Chamber members. Delegates briefed members on the latest developments in Vienna and projects that their companies were engaged in. They discussed collaboration opportunities in various industries, particularly the transportation sector. Members also enjoyed the famous Viennese Sachertorte (a type of chocolate cake), Viennese coffee and wine brought by the visitors.

維也納商務代表團於9月11日到訪總商會，歐洲委員會副主席鮑拿、戴偉德及蔡懿德聯同總商會會員接待。團員概述維也納的最新發展，並介紹他們所屬公司參與的項目。他們還討論了不同行業（尤其是運輸業）的合作機遇。會員亦品嚐了訪客送上的著名維也納 Sachertorte 巧克力蛋糕、咖啡和葡萄酒。



## Europe Committee Leadership Breakfast Meeting 歐洲委員會領導早餐會

Europe Committee Chairman Jennifer Chan, and Vice Chairmen Davide de Rosa, Rosanna Choi and Wilhelm Brauner, met on 27 August to discuss plans for the committee's events in the second half of the year and the mission to the Netherlands and Belgium in 2020.

歐洲委員會主席陳佩君和三位副主席戴偉德、蔡懿德及鮑拿於8月27日商討委員會下半年的活動計劃，以及將於2020年舉辦的荷蘭及比利時考察團事宜。



On 9 September, the Chamber hosted an international conference on the circular economy. The event – co-organized by the APEC Business Advisory Council, Asia Pacific Financial Forum and Asia Pacific Infrastructure Partnership – featured distinguished speakers and panelists from different

countries who shared their insights on resource recovery management, challenges in the developing economies of APEC, policies facilitating and accelerating private sector participation, and practical ways to turn ideas into actions.

## Legal Committee 法律委員會



Peter Caldwell and Lawrence Tam, respectively Senior Advisor and Chief Technical Officer of eBRAM Centre, spoke at a committee meeting on 27 August on the development of their online dispute resolution platform, which was created to support business-to-business transactions in the APEC region and beyond. At the same meeting, members elected Agnes Tan of HKBN Enterprise Solutions as the new Chairman and Nicholas Chan of Squire Patton Boggs as Vice Chairman. Kenneth Ng of Hang Seng Bank and Gillian Meller of MTR Corporation were returned as co-Vice Chairmen.

eBRAM 中心高級顧問高德和及總技術主任 Lawrence Tam 在 8 月 27 日的委員會會議上談及其網上爭議解決平台。該平台旨在支援亞太區內外的商對商交易。會上，香港寬頻企業方案香港有限公司代表陳國萍和翰宇國際律師事務所代表陳曉峰分別當選新任主席及副主席。恒生銀行有限公司代表伍成業和香港鐵路有限公司代表馬琳則獲選連任副主席。



At a seminar on 28 August, Yang Hongzhi, International Legal Director at Masson de Morfontaine, discussed the elements of an effective Anti-Bribery and Corruption compliance programme for multinational companies operating in Mainland China. He also touched on China's efforts to combat bribery and corruption in an increasingly global environment.

聰鑑諮詢有限公司國際法律總監楊鴻志出席 8 月 28 日的研討會，講解在中國內地經營的跨國企業如何訂立有效的防止賄賂及貪污合規方案，以及箇中要點。他亦談到在日益全球化的大環境中，中國打擊賄賂和貪腐的各種措施。

## Shipping & Transport Committee 船務及運輸委員會

Hadi Farhoud, Head of Strategy & Marketing Department – Commercial Division of GTT, spoke at a Shipping & Transport Committee meeting on 10 September on the prospects for LNG bunkering in Hong Kong and the global market as a means of providing cleaner fuels to ocean-going vessels. A senior official from the Environmental Protection Department was also on hand to update attendees, including a number of members from the Environment & Sustainability Committee, on the latest status of LNG bunkering in Hong Kong.

GTT 商業部策略及營銷主管 Hadi Farhoud 在 9 月 10 日出席船務及運輸委員會會議，講解在香港和全球市場發展液化天然氣補給設施的前景，以便為遠洋船舶提供更潔淨燃料。環境保護署的高級官員亦有出席會議，向環境及可持續發展委員會會員在內的與會者，介紹香港發展液化天然氣補給設施的最新動向。



總商會於9月9日舉辦循環經濟國際會議。活動由亞太經合組織工商諮詢委員會、亞太金融論壇及亞太基礎建設夥伴合辦，邀得來自不同國家的知名講者，探討資源回收管理、亞太經合組織發展中經濟體面臨的挑戰、促進和推動商界參與的政策，以及把想法付諸實行的實際方法。

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

At a roundtable luncheon on 4 September, Marcos Chan, Head of Research – The Greater Bay Area from CBRE, discussed some of the current key factors driving the development of the Grade A office market in Hong Kong. These included the rise of co-working spaces and the trend towards decentralization. He also spoke on the evolution of Hong Kong's office market on the back of the SAR's closer economic ties with the Mainland.



世邦魏理仕研究部（大灣區及香港）主管陳錦平出席9月4日的午餐會，討論推動香港甲級寫字樓市場發展的關鍵因素，當中包括共享工作空間的興起及業務分散發展的趨勢。他亦談及特區與內地愈趨緊密的經濟往來對本港辦公室市場的影響。

Carrie Leung, Senior Engineer – Walkability at the Transport Department, spoke at a roundtable luncheon on 6 September on the Government's proposed walkability strategy and its plans for the two pilot areas in Central and Sham Shui Po. She also illustrated the opportunities for businesses associated with urban rejuvenation and creation of public spaces.

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

On 30 August, a HKGCC Judging Panel chaired by General Committee Member Emil Yu interviewed the eleven companies shortlisted for the "2019 Hong Kong Awards for Industries: Innovation and Creativity." This category of the annual awards is organized by HKGCC. Yu also attended the Final Judging Panel meeting on 16 September to present the finalists nominated by the Chamber.

由理事于健安擔任主席的總商會評委會在8月30日會見了「2019香港工商業獎」創意組別的11家入圍企業。他亦於9月16日出席最終評委會會議，提交總商會的決賽企業提名名單。「香港工商業獎」為年度獎項，其中創意組別由總商會主辦。



運輸署步行城市高級工程師梁嘉誼在9月6日午餐會上，講解政府的步行城市方案，以及其中環和深水埗的試點計劃，還闡述了市區重建及創建公共空間帶來的商機。

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

Following a brainstorming workshop organized by the Commerce and Economic Development Bureau on 1 August, Director-General of Trade and Industry Salina Yan hosted a lunch meeting on 23 August with local chambers and trade associations to further discuss the potential supporting measures which the Government could provide to smaller businesses in Hong Kong. SME Committee Chairman Roy Ng attended the luncheon and reflected the views of committee members to Yan.



繼商務及經濟發展局於8月1日舉辦集思會後，工業貿易署署長甄美薇於8月23日與本地商會和貿易協會共晉午餐，進一步商討政府可為本地中小企提供的支援措施。中小型企業委員會主席伍俊達出席午餐，並向甄美薇反映委員會的意見。

Roy Ng, Chairman the of SME Committee, invited Director-General of Trade and Industry Salina Yan to the committee meeting on 25 September to introduce the Government's latest supporting initiatives and other related measures to help tide SMEs over during the current economic difficulties.

中小型企業委員會主席伍俊達邀來工業貿易署署長甄美薇出席9月25日的委員會會議，介紹政府最新的支援措施及其他相關措施，協助中小企應對當前的經濟困境。

KPMG China is collaborating with Alibaba Hong Kong Entrepreneurs Fund to keep track of the city's entrepreneurial development trajectory, and has initiated an annual review of the local landscape. The inaugural report from this collaboration, titled "Transforming Hong Kong Through Entrepreneurship," was released recently. At a roundtable luncheon on 12 September, four experts discussed the entrepreneurial landscape in Hong Kong and the findings of the report. Irene Chu, KPMG China's Head of New Economy and Life Sciences for Hong Kong, said the study had revealed that Hong Kong's entrepreneurs tend to be fueled by a strong sense of purpose. Their motivations for going into entrepreneurship are often to develop new technologies and advance the development of their communities, with less regard for monetary factors and personal career agendas. Also at the event, Cindy Chow, Executive Director of Alibaba Hong Kong Entrepreneurs Fund; David Chung, Under Secretary for Innovation and Technology; and Ricky Chiu, CEO of Phase Scientific, shared their views on the environment for start-ups in Hong Kong.



畢馬威中國與阿里巴巴香港創業者基金攜手，對本地創業生態展開年度檢討，以追蹤本港的創業發展趨勢，並在近期發表了《以創業家精神推動香港轉型》研究報告。在9月12日的午餐會上，四位專家討論了香港的創業環境和研究結果。畢馬威中國新經濟市場和生命科學香港主管朱雅儀表示，研究顯示香港的創業家擁有強烈的使命感，創業動機往往是開發新技術和推動社區發展，而較少以金錢和個人事業發展為考量。同場的阿里巴巴香港創業者基金執行董事周駱美琪、創新及科技局副局長鍾偉強及相達生物科技首席執行官招彥燾，分享他們對香港創業生態的看法。

At a roundtable luncheon on 19 September, two experts from VISA – Andy Yee, Senior Director, Government Engagement, Greater Bay Area, Hong Kong, Macao and Taiwan; and Matt Baker, Head of Small and Medium Enterprises Solutions, Asia Pacific – shared their expert insights into the latest developments in cashless payment solutions.

The speakers also explained how banks and fintech companies are promoting electronic payments, and discussed current global trends in payments and their impact on SMEs.

在9月19日的午餐會上，VISA的兩位專家——大灣區、香港、澳門及台灣政府參與高級總監 Andy Yee 和亞太區中小企方案主管 Matt Baker ——剖析無現金支付方案的最新發展。他們還講解了銀行和金融科技公司如何推動電子支付，並討論當前全球支付趨勢及對中小企業的影響。



SME Committee Chairman Roy Ng, Vice Chairman Angela Lee, and a number of SME Committee members attended an SME Symposium titled "New measures in facing economic downturn" held by the Commerce and Economic Development Bureau on 4 September. The symposium provided an overview of the various Government funding schemes and new supporting measures available for SMEs.

中小型企業委員會主席伍俊達、副主席李慧賢及多位委員於9月4日出席由商務及經濟發展局舉辦的「應對經濟下行尋找新出路」中小企論壇。論壇概述了各種政府資助計劃，以及為中小企而設的新支援措施。

## Young Executives Club 卓青社



Two young local entrepreneurs in digital entertainment – Derek Cheung, Founder and CEO of Hong Kong Esports Limited, and Kevin Lee, Founder of Redspots Creative – spoke at a YEC Network & Learn event on 23 August to share their start-up journey and industry insights. Introducing the latest developments and trends in e-sports in Asia, Cheung emphasized that the future of e-sports should not depend on the location of venues or other hardware, as it is a worldwide industry that is focused on internet streaming and has a global viewership. Lee demonstrated his award-winning “Virtual Idol System,” which supports live broadcast and live-action images of virtual 3D characters. YEC members had a great evening learning about this dynamic sector and mingling with young members from AIESEC.

本地數碼娛樂界兩位青年企業家——香港電子競技有限公司創辦人兼行政總裁鍾培生和紅點子創作創辦人李嘉俊——出席卓青社 8 月 23 日的 Network & Learn 活動，分享創業歷程和行業見解。鍾培生介紹了亞洲電競業的最新發展和趨勢，並強調電競業的未來發展不應取決於場館的位置或其他硬件，因為這門國際產業的關鍵在於互聯網串流，而且擁有全球收視率。李嘉俊示範了其屢獲殊榮的「虛擬偶像系統」；該系統支援現場直播和虛擬 3D 角色的即時肢體動作捕捉。當晚，卓青社與 AIESEC 香港區校友會的年青會員一邊細聽兩位講者介紹數碼娛樂事業，一邊暢談交流。

Michelle Chan, Partner, Executive Coach, Mentor and Facilitator of Transcend International, gave an insightful talk on coaching at a YEC Network & Learn event on 29 August. Chan explained that people tend to focus their attention on one thing at a time, which means that their awareness of other aspects becomes diminished. This can be seen in the workplace: when we focus on a single task, we cannot see the bigger picture. Coaching can help leaders to direct their team members to overcome these blind spots and broaden their focus. Chan also introduced the OSCARS model, which refers to: Observe, Specific, Consequence, Action, Result and Support. Chan also organized some interactive games with participants using the OSCARS model in different situations, so that they could become familiar with these techniques and be able to use them in workplace coaching.



創衡國際中國董事兼資深合夥人陳敏兒出席卓青社 8 月 29 日的 Network & Learn 活動，分享有關教練啟導的見解。她解釋，人們傾向把注意力集中在一件事上，會令他們對其他方面的意識有所降低。這個情況可見於職場：當我們專注於單一工作，往往無法看清大局。教練啟導有助領袖引導團隊成員克服這些盲點，並擴大注意力。陳敏兒還介紹了 OSCARS 模型，即觀察 (Observe)、具體 (Specific)、後果 (Consequence)、行動 (Action)、結果 (Result) 和支持 (Support)。期間，她還與參加者進行互動遊戲，如示範在不同情況下運用 OSCARS 模型，讓會員熟習這些技巧，能夠在職場上學以致用。

YEC members attended a CEO forum hosted by the Australian Chamber of Commerce in Hong Kong on 5 September. At the event, Troy Taylor, CEO of LEGO Hong Kong, Macao and Taiwan, introduced the LEGO Play Experience and discussed the toy company's continued global success in the digital age. YEC members also enjoyed the opportunity to meet representatives from the Australian chamber's youth committee.

卓青社會員於 9 月 5 日出席由香港澳洲商會舉辦的 CEO 論壇。期間，樂高香港、澳門及台灣總裁 Troy Taylor 介紹「LEGO Play Experience」，並討論該玩具公司在數碼時代於全球各地延續成功的經驗。卓青社會員還有機會與澳洲商會青年委員會的代表會面交流。

## Talent Development 人才發展



As the European Union's General Data Protection Regulation (GDPR) has now been in effect for more than a year, the Chamber invited Tony Lam, Acting Privacy Commissioner for Personal Data of Hong Kong; Dorothy Chau, Co-Chair of the International Association of Privacy Professionals, Hong Kong Chapters; Mohan Datwani, Senior Director, Head of Technical and Research of The Hong Kong Institute of Chartered Secretaries; and Scott Thiel, Partner at DLA Piper, to join a panel on 23 August and share their insights on data protection regulations and their impacts from regulatory, business, legal and academic perspectives. Members gained useful insights into the GDPR compliance assessment, as well as key challenges and success factors.


隨著歐盟的《通用數據保障條例》生效逾一年，總商會邀來香港個人資料私隱署理專員林植廷、國際私隱專業人士協會（香港分會）聯合主席 Dorothy Chau、香港特許秘書公會高級總監兼專業知識及研究部主管高朗及歐華律師事務所合夥人 Scott Thiel 出席 8 月 23 日的研討會，分享對數據保障法規的見解，以及其在規管、商業、法律和學術方面的影響。會員掌握了條例合規評估的實用知識，以及主要挑戰和成功因素。



Gary Lo, Managing Director and Principal Instructor of Glo Consulting, spoke at a seminar on 4 September on how to develop your executive presence to be able to "talk like TED." Lo gave a demonstration of body language and expressing yourself, and discussed how to create an empowering

mindset. Members learnt how to deliver a presentation in an impactful way to engage their audience, and how to increase their confidence levels when speaking in public. During the workshop, members also took part in some group activities to apply these tips in a practical way.

智光培訓董事總經理及首席導師盧家煒在 9 月 4 日的研討會上，分享如何建立領導風範，得以「像 TED 一樣演講」。盧家煒示範身體語言和自我表達技巧，並討論如何建立自主的心態。會員學懂如何更有力地說服受眾，以及怎樣在公開演講時增強信心。席間，會員還參與小組活動，學以致用。



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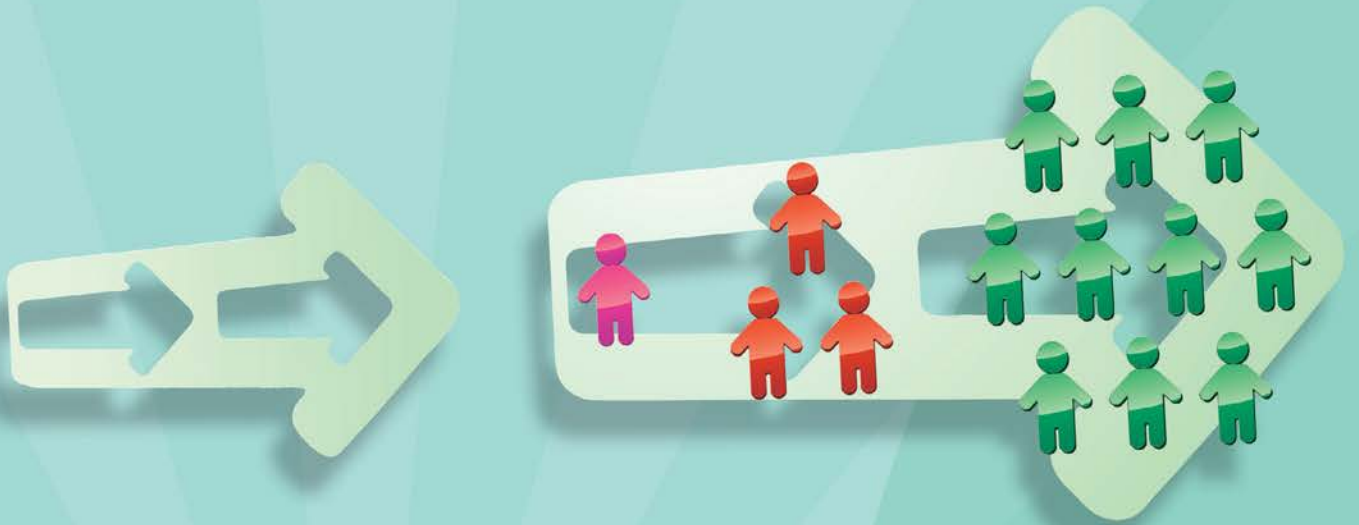
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# Making Strides in Walkability

## 邁向易行城市



Government aims to transform Hong Kong into a pedestrian-friendly city but faces many challenges

政府致力打造香港成為易行城市，惟過程充滿挑戰

**“We want to make Hong Kong into a world-class walkable city,” said Carrie Leung, Senior Engineer – Walkability at the Transport Department, speaking at a roundtable luncheon on 6 September.**

An ambitious goal, but as she explained, in some aspects, Hong Kong does quite well when it comes to walking.

Our citizens take an average of 6,880 steps per day, well ahead of the global average of just under 5,000. This is partly thanks to Hong Kong’s excellent public transport system, which means that – unlike in car-dependent regions – people generally walk the “last mile” to and from their homes, workplaces and other destinations.

However, as Leung pointed out: “We have a reason to walk, but this does not mean that our city is ‘walkable.’” There remains a great deal to be done in making the streets of Hong Kong more pedestrian friendly, and we are behind cities like Seoul, Melbourne and Barcelona

**“We have a reason to walk, but this does not mean that our city is ‘walkable.’”**

– Carrie Leung, Senior Engineer

in the global trend towards walkability.

The Transport Department is currently carrying out a public consultation as part of its plans to improve walkability, and will introduce changes first in two pilot areas, Central and Sham Sui Po. The aim is to shift the focus of urban design to pedestrians, not cars. “We really need

to change the traditional mindset of vehicle-oriented planning,” Leung said.

Streets serve different functions, Leung explained. They act as links, but can also be destinations in themselves, which would encourage more people to enjoy them. Central, for example, is a conventional business district but also has cultural areas and historic buildings. So the intention is to improve connectivity between the CBD and the uphill areas to encourage pedestrians to explore. In Sham Sui Po, the aim is to connect the traditional core of this dense urban area with the new developments near the waterfront.

Specific suggestions include more raised crossings, reducing the amount of space for vehicle access to buildings, lowering speed limits, and decluttering. Part of decluttering could see the removal of some of the many railings, which hamper pedestrian flow while not necessarily providing additional safety benefits.

“The original purpose of the railings was to channel pedestrians towards safe road crossing points,” Leung explained. “However, drivers see these as an opportunity to drive faster.”



Pedestrian-only streets – including on a part-time basis – is another policy that is being considered. For example, streets in Soho that are dominated by restaurants and bars could become car-free at the weekends.

However, as Leung explained, this is a controversial area. Attempts to pedestrianize streets so far have had mixed results, with some district councils raising concerns about “auntie dancing” and illegal hawkers. One of the councils’ key complaints is that street management has not been efficient, which has allowed the problems of noise and inconvenience to arise.

The intention of this policy is good, Leung said, but a high level of coordination within the Government is needed to ensure that it has the desired effect.

Several of the questions from participants at the roundtable

referred to this perceived lack of cooperation among Government departments, and also apparent policy contradictions.

For example, regulations insist that new buildings give a considerable amount of space, including at ground-floor level, to parking. This not only encourages more car use, but also makes the streets less pleasant for pedestrians. Leung explained that district councils and some members of the public feel that more car parks are necessary to discourage drivers from parking illegally.

Hong Kong clearly has a long way to go if it is to be considered a truly walkable city. But the Government is taking action and Hong Kong residents can expect to see some of the proposals – including decluttering and raised crossings – being rolled out by early next year.

「我們希望香港成為世界級的易行城市，」運輸署步行城市策劃組高級工程師梁嘉誼於9月6日的午餐會上如是說。

這是遠大的目標，但她解釋，香港在步行方面的一些表現相當出色。

港人每天平均走6,880步，遠遠超過全球平均不足5,000步的水平。這部分歸因於香港完善的公共交通系統——有別於依賴汽車代步的地區，市民往返家中、工作場所和其他目的地時，「首尾一程」通常會選擇步行。

然而，梁嘉誼指出：「我們有理由步行，但這並不代表我們的城市『易行』。」要為香港締結更行人友善的街道環境，我們仍然要下不少工夫，因為在全球提升城市易行度的趨勢中，我們已落後於首爾、墨爾本和巴塞羅那等城市。

作為提升地區易行度計劃的一部分，運輸署現正進行公眾諮詢，並會以中環和深水埗作為試點，率先引入變革，務求把城市設計的重點轉移至行人，而非汽車。梁嘉誼說：「我們確實需要改變以車輛主導的傳統規劃觀念。」

她解釋，街道提供不同的功能：發揮連接作用之外，街道本身亦可發展成目的地以鼓勵更多市民享受步行。以中環為例，該區既是傳統的商業區，同時富有文化氣息，歷史建築林立。因此，計劃旨在改善核心商業區與上坡地區的互連互通，鼓勵行人探索；而在深水埗，目的則是把這個高

「我們有理由步行，但這並不代表我們的城市『易行』。」

——梁嘉誼 高級工程師

密度市區的傳統核心與海濱一帶的新發展區連接起來。

具體建議包括增設行人過路平台、減少車輛出入建築物的通道、低速限制，以及移除不必要的交通障礙，例如拆除部分不具安全效益的欄杆，以免阻礙人流。

梁嘉誼解釋：「欄杆原意為引導行人到安全的過路處。然而，司機卻視之為加速的機會。」

行人專用街道——包括在部分時間執行的形式——是另一項正在考慮的政策。例如，蘇豪區一帶匯聚了不少餐館和酒吧，可在周末劃作車輛禁區。

但梁嘉誼表示，這是有爭議的一環。到目前為止，設立行人專用區的成效不一，有區議會關注到「大媽舞」和非法小販的問題。區議會的主要投訴之一，是街道管理缺乏效率，導致噪音和對市民造成不便。

梁嘉誼說，這項政策本意良好，但政府內部必須高度協調，才能產生預期的效果。

與會者亦談及各政府部門缺乏合作，以及有明顯的政策矛盾。

例如，法例要求新建築物提供大量的停車場空間，包括地面層。這不但鼓勵更多人使用車輛，還會令街道變得污煙瘴氣，不便行人使用。梁嘉誼又稱，區議會和部分市民認為需要增設停車場，減少違例泊車。

香港要成為真正的易行城市，顯然仍有漫漫長路。然而，政府正採取行動，香港市民可望在明年年初看到部分建議得以落實，包括移除交通障礙物和增設行人過路平台。



# Visit to Finnair

## 參觀芬蘭航空



**Members enjoyed an insight into some of the latest on-board features as well as lounge facilities during an informative afternoon visit to Finnair on 23 August.**

Finnair staff first led the group on a guided tour of the new Plaza Premium First lounge, where members had the opportunity to explore the chic bar, cozy common area and restaurant – and enjoy the signature welcoming drink. Afterwards, they boarded the

modern and eco-friendly A350 Airbus. Finnair staff introduced the different sections of the plane, including the business class cabin and crew rest compartment, as well as the aurora mood lighting, reminiscent of the famous Nordic Northern lights phenomenon.

Members said that they were impressed by the spacious business class seats, and the sunrise and sunset LED lighting that helps long-haul passengers better cope with jetlag.

**總商會會員於8月23日參觀芬蘭航空，了解最新的機艙設施和貴賓室服務，渡過了充實的下午。**

會員先由芬蘭航空職員帶領導賞新開幕的香港環亞優逸庭貴賓室，參觀設計時尚的酒吧、舒適的休憩間和餐廳，並享用迎賓特飲。其後，他們登上新一代A350環保空中巴士，並由職員介紹客機的各個部分，包括商務艙和機組休息艙，以及模仿著名北極光效果的燈光。

會員表示，航機上寬敞舒適的商務座位，以及幫助長途旅客適應時差的日出日落LED燈效，都令他們印象深刻。



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# Solutions to Cut Carbon

## 減碳方案

Views of the business community sought as Hong Kong seeks to reduce its emissions

徵詢商界意見  
協助香港減排

**The Council for Sustainable Development launched a public engagement exercise in June to raise awareness and solicit views from Hong Kong people on the Government's Long-term Decarbonisation Strategy.**

At a roundtable luncheon on 2 September, two speakers from the Centre for Civil Society and Governance at the University of Hong Kong discussed the consultation process and explained how members can contribute their expertise and opinions.

Dr Winnie Law, Deputy Director and Principal Lecturer, introduced the process. She explained that the Council's report will be submitted to the Secretary for the Environment, and that its conclusions will then be passed on the Central government, and ultimately to the United Nations as part of China's commitment to the Paris Agreement.

Darwin Leung, Assistant

Project Manager of Policy for Sustainability Lab, explained that the public engagement exercise hoped to tap into expertise of the business community on how Hong Kong can reduce its carbon emissions.

The Hong Kong Government has already set targets for 2030, but beyond that, we need to work toward the Paris Agreement target of slowing global warming to less than 2°C above pre-industrial levels by 2050 – and ideally even lower. To do this will be a major challenge for Hong Kong.

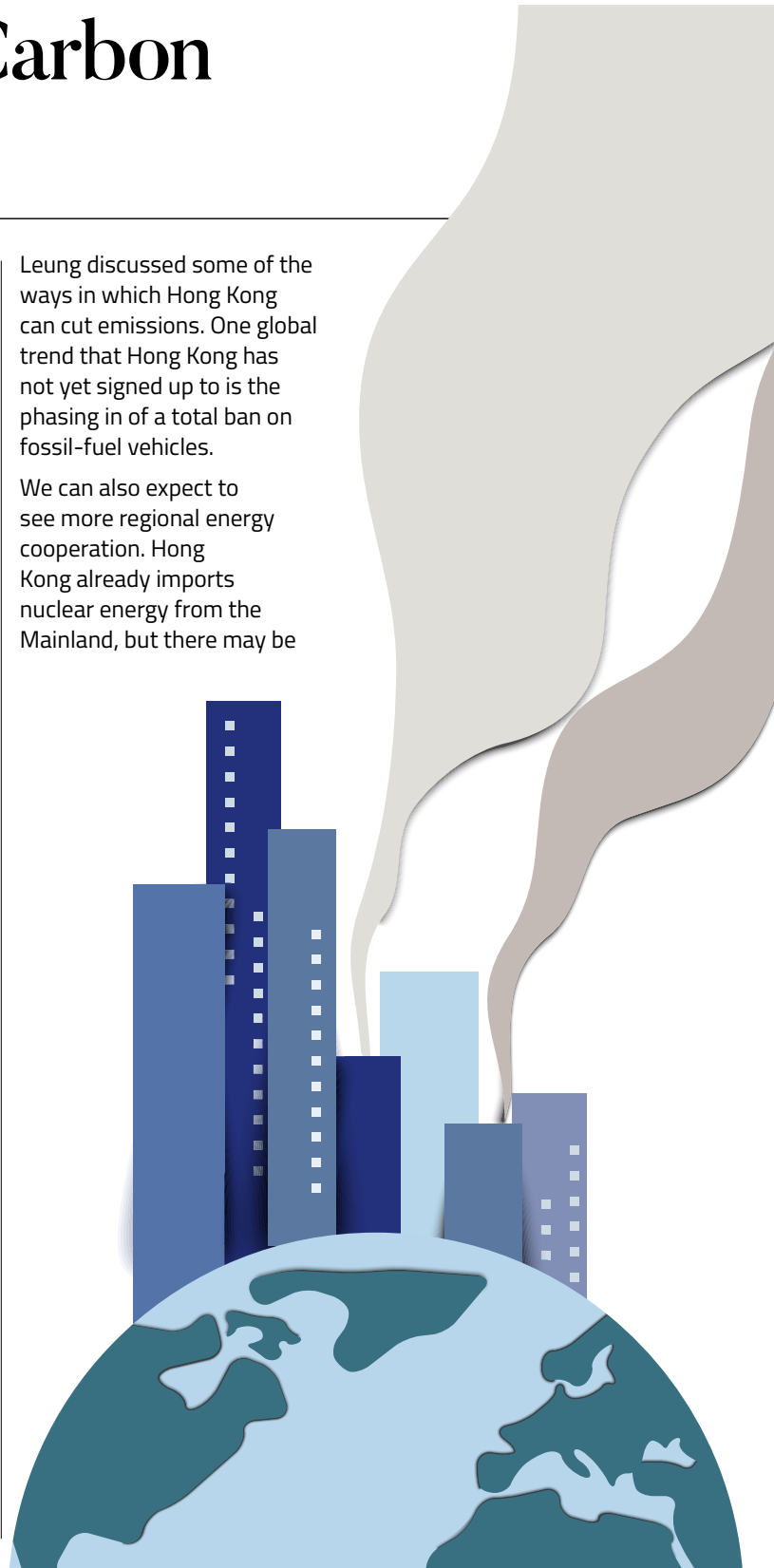
"There is still a long way for us to go to achieve the 2°C target," he said. "There is no magic bullet for us to achieve any of these targets."

To achieve even a modest reduction in global warming will mean major lifestyle changes for all citizens – who will need information, support and guidance.

"The transition to a low carbon society affects every one of us. There is much more we can do to make a paradigm shift in our lifestyles," Leung said. "But what can Government and the private sector do to motivate people to make the changes needed?"

Leung discussed some of the ways in which Hong Kong can cut emissions. One global trend that Hong Kong has not yet signed up to is the phasing in of a total ban on fossil-fuel vehicles.

We can also expect to see more regional energy cooperation. Hong Kong already imports nuclear energy from the Mainland, but there may be



opportunities further afield. Leung informed participants of an ambitious plan for Australia build a solar plant in the Northern Territories to export energy to Singapore.

Another area that has not received so much attention has been green finance.

“Many other developed economies are well ahead of Hong Kong when it comes to green finance, green tax and carbon trading,” Leung said. For example, earlier this year, New York City introduced legislation requiring large buildings to cut their carbon emissions, with fines for those that do not meet the targets.

So there are many areas where Hong Kong can try to cut its emissions. We need to stitch all of these options together if Hong Kong is to be successful, Leung concluded.



**可持續發展委員會於6月就政府的「長遠減碳策略」展開公眾參與活動，以提高香港市民對此課題的認識，並收集社會意見。**

在9月2日的午餐會上，香港大學公民社會與治理研究中心的兩位講者向會員講解了諮詢過程，以及分享專業知識和建議的方法。

副總監兼首席講師羅惠儀博士介紹有關過程。她解釋，委員會報告將提交環境局局長參考，而結論將會交予中央政府，最後再提呈聯合國，作為中國實現《巴黎協定》承諾的一部分。

策動永續發展坊助理項目經理梁子謙解釋，公眾參與活動希望利用商界的專業知識，協助香港制訂減排方案。

香港政府已訂立2030年的目標，但除此之外，我們還要致力

達成《巴黎協定》目標——即在2050年或以前延緩全球暖化，控制全球平均氣溫升幅，使之不高於工業化前水平的攝氏2度，甚至維持在更低的理想水平。要達到此目標，對香港來說是一大挑戰。

他說：「要實現攝氏2度的目標，還有很長的路。我們沒有靈丹妙藥，無法迅速達到這些目標。」

即使要令全球暖化僅略為減緩，也將需要全民大幅改變生活方式；而要市民作出改變，就要為他們提供資訊、支援和指導。

梁子謙說：「邁向低碳社會的進程影響著我們每一個人。要根本地改變生活方式，我們大可做得更多，但政府和商界又可做些甚麼來激勵市民作出必要的改變呢？」

他討論了香港減排的一些方法。

其中香港仍未參與的一個全球趨勢，是逐步全面禁止使用化石燃料汽車。

我們還期望看到更多區域能源合作。香港已從內地輸入核能，但內地以外或有更多機會。他告知與會者澳洲的大型計劃——該國將在北部興建太陽能發電廠，向新加坡輸出電力。

另一個較少人關注的領域是綠色金融。

梁子謙說：「在綠色金融、環保稅和碳交易方面，許多發達經濟體已遠遠超越香港。例如，紐約市今年初立例要求大型建築物減排，並向不達標的建築物施加罰款。」

由此可見，香港可從多方面著手減排。梁子謙總結道，香港要取得成功，就要把這些方案結合起來。

# Closing the Circle

## 實現循環經濟

Creating a circular economy will require efforts from private companies, governments and citizens, and a change in mindset from 'waste' to 'resource recovery'

建立循環經濟需要私人企業、政府和市民同心協力，並調整心態，視「廢物」為「可回收資源」

**Changing how we think about waste as well as the actions needed to tackle the problem were discussed in a session on "Advancing the Circular Economy through Resource Recovery Management" at the Chamber on 9 September.**

Leiliang Zheng (below), Associate, Advanced Material, Bloomberg New Energy Finance, looked at the vision and reality for the circular economy. Economic activity



has historically proceeded in a linear fashion, she said, but to deal with the waste that the modern world now produces, we must change this to a circular economy.

"We need to connect the end point to the start point," she said. "However, this is much harder to put into practice than it is to say it."

Moving to a circular economy will require substantial changes from consumers, governments and businesses. The good

news is that many global companies have pledged to change their approach, including Coke and Proctor & Gamble, as well as some in the auto and materials world. And governments around the world, including the E.U. and China, have enacted recycling legislation.

Despite these moves, most waste from around the world is still discarded. Yet in Japan,

only 17% of waste goes to landfill, far below the global average.

Recycling is only part of the solution, Zheng added, and we must also review what products are made from in the first place.

"Sustainable materials can also play a very important role," she said. "If we can control what material we put into the economic cycle it will have major benefits."

For example, bioplastics have lower CO<sub>2</sub> emissions than regular plastics, and have a comparable cost.

"The circular economy is more of an opportunity than a cost. We need to work in a more positive way," she said.

Roland Thompson, Head of Asset Management and Operations at Green Power Investment Group, remarked that in the natural environment, there is no waste. He made use of a plastic water bottle as a prop, explaining that this plastic was once oil, and the bottle still contains that oil – which is wasted if it is thrown away.

"In these materials there





are a significant amount of valuable resources that we are not extracting.”

He said we should stop using the word “waste” and instead refer to “resource.” But to make resource recovery feasible requires appropriate systems to be put in place, and the cost and scale of doing this is a challenge.

“We need to see this as a business opportunity, and we need to create entrepreneurs in this space,” he said.

As Zheng had noted earlier, despite being a developed economy with a large population, Japan has cut the amount of waste it sends to landfill. Gen Takahashi, General Manager, Business Development, JFE Engineering Corporation, shared his insights into the country’s success.

JFE Engineering, part of the global JFE Group, builds and runs waste and recycling plants, among other things. In recent years the company has been able to use the latest innovative techniques to design waste-treatment plants with emission rates that are low enough that they

can safely be located in urban areas. This also means that waste energy can be turned into power.

“There are many benefits to the waste-treatment plant that we can build within the city in Japan,” he said.

He said that moving towards better waste management requires good governance and clear policies, as well as commitment from private companies and citizens. In Yokohama, for example, there is a very thorough separation system into 15 different types of solid waste.

Replicating Japan’s success in other economies may be an uphill struggle. Takahashi explained some of the hurdles faced when trying to introduce such systems in Southeast Asia, such as a lack of policy enforcement. Barriers to private sector involvement include a lack of transparency around bid selection and constraints on land availability.

However, efforts are continuing. JFE is now working in Yangon, Myanmar to develop a small-scale plant that can act as a model

project. The intention is to build knowledge among the local population to be able to scale up such projects in the future.

Nigel Mattravers, Director, ALBA Group Asia, explained that Alba develops projects around the region in integrated waste management, which brings together all aspects including collection, separation, recycling, treatment and disposal.

He said that for waste treatment programmes to be successful, governments cannot be expected to work alone. “We must bring together the government agencies and the private sector,” he said.

Mattravers noted that Hong Kong has already been successful with one aspect of its approach to waste, and that is in dealing with electronic waste. Alba and the Hong Kong Government cooperated to build and operate the WEEE (Waste Electrical and Electronic Equipment) recycling plant, which opened last year. The WEEE plant processes goods

like fridges, computers and air conditioners into reusable raw materials, disposes of any dangerous materials safely, and refurbishes items that are still useable. Hong Kong’s ability to enact and enforce policies to deal with its electronic waste means that it should be able to do so on a broader scale.

Key to the success of the e-waste programme is the concept of producer responsibility, and the backing of government, Mattravers said: “Legislation is very important.”

This event was part of a full-day conference at the Chamber, including sessions on the challenges of implementing waste management programmes in APEC’s developing economies, policies facilitating and accelerating private sector participation, and practical ways to turn ideas into actions. The event was hosted by HKGCC and co-organized by APEC Business Advisory Council Hong Kong, the Asia-Pacific Financial Forum, and the Asia-Pacific Infrastructure Partnership.



總商會於9月9日舉辦題為「透過資源回收管理推動循環經濟」的會議，探討如何改變我們對廢物的想法，以及解決問題需要採取的行動。

彭博新能源財經先進材料合夥人 Leiliang Zheng 講解循環經濟的願景和現實。她表示，經濟活動傳統上以直線的方式進行，但要處理現今世界產生的廢物，就必須轉而發展循環經濟。

她說：「我們要把終點與起點連上，但說易行難。」

邁向循環經濟，需要消費者、政府和企業作出重大的改變。好消息是，許多環球企業已承諾改變生產模式，包括可口可樂和寶潔，以及一些汽車和材料公司。而全球各地政府包括歐盟和中國，亦已實施回收法例。

儘管如此，世界各地大部分廢物仍被丟棄。但在日本，只有17%的廢物被送往堆填區，遠低於全球平均水平。

Zheng 補充，回收只是解決方案的一部分，我們也得檢視產品本身以甚麼物料製成。

她又說：「可持續材料亦起着重要作用。如果我們能夠控制投放到經濟循環中的材料，這將可帶來莫大的裨益。」

例如，與一般塑膠相比，生物塑料的二氧化碳排放量較少，而成本亦相差無幾。

她說：「循環經濟帶來商機多於成本，我們要更積極行動。」

Green Power Investment Group 資產管理及營運主管 Roland Thompson 指出，自然環境並不存在廢物。他隨手拿起膠水樽解釋，塑膠曾經是石油，所以膠樽仍然含有石油成份，扔掉的

話，就會浪費。

「這些材料中有大量寶貴的資源未被取用。」

他認為我們應停用「廢物」一詞，改用「資源」。然而，要令資源回收切實可行，就要引入適當的系統，而當中涉及的成本和運作規模是一大挑戰。

他說：「我們要視之為商機，並在這個領域培育企業家。」

正如 Zheng 指出，日本雖為一個人口眾多的發達經濟體，但已成功減少運往堆填區的廢物量。JFE Engineering Corporation 業務發展總經理 Gen Takahashi 剖析日本的成功因素。

JFE 環球集團旗下的 JFE Engineering 專門興建和經營廢物回收廠。近年，該公司利用創新技術，設計出可在市區安全運作的低排放廢物處理廠，更可實現轉廢為能。

他說：「廢物處理廠的好處眾多，我們可在日本市區興建。」

他表示，改善廢物管理需要良好的管治、清晰的政策，以及企業和市民投入參與。以橫濱為例，當地設有十分全面的分類系統，把固體廢物分成15個不同種類。

要把日本的成功經驗複製到其他經濟體，也許是嚴峻的挑戰。Takahashi 解釋在東南亞推行這些系統時面對的障礙，如政策執行不力。妨礙商界參與的因素包括投標甄選缺乏透明度，以及土地供應限制。

不過，行動仍然持續。JFE 現正於緬甸仰光發展小型工廠，作為示範項目，旨在豐富當地人的知識，以便日後有能力擴充這類項目。

歐綠保集團亞洲董事麥程輝解釋，該公司在區內發展綜合廢物管理項目，提供從收集、分類、循環再造、處理和處置等一站式服務。

他又說，廢物處理計劃要發揮成效，就不能靠政府獨力行事。「我們必須讓政府機構與私營界別連成一線。」

麥程輝表示，香港在廢物處理方面的其中一個範疇做得相當成功，那就是電子廢物。歐綠保與香港政府合作建造和營運廢物電子產品回收設施。該設施於去年投入運作，負責把雪櫃、電腦和冷氣機等電器轉化為二次物料、安全處理危險物料，以及修復一些仍可運用的物品。香港能夠制定和執行政策來處理電子廢物，顯示我們有能力擴大實施範圍。

電子廢物計劃的成功關鍵，是生產者責任的概念和政府的支持。麥程輝指出：「立法至關重要。」

是次活動作為總商會舉辦的全日會議其中一節，內容涵蓋亞太經合組織發展中經濟體在實施廢物管理計劃時面對的挑戰、促進及加快私營機構參與的政策，以及實踐理念的可行方法。活動由總商會主辦，亞太經合組織商貿諮詢理事會（香港）、亞太金融論壇及亞太基礎建設夥伴協辦。





Asia & Africa Committee Presents:

# Mission to Ghana and Morocco

Trade, Investment, Real Estate, Tourism



Accra, Casablanca, Rabat, Marrakech

3 - 11 December



Major economic and political transformations in Africa has brought the continent into the spotlight. With the world's youngest workforce, huge advances in technological growth, infrastructure and services, and rapid urbanization, Africa is one of the world's brightest emerging markets.

## Market Opportunities

**Ghana** is one of the fastest growing economies in the world, outperforming China and India. Opportunities exist in gold, cocoa, oil, timber, seafood, aluminum and agricultural produce. With political stability, a growing middle class, an energetic start-up scene and a pro-industry government, the West African country presents a myriad of opportunities for entrepreneurs and investors.

**Morocco** is seen as the gateway to Sub-Saharan Africa and the Middle East for FDI, especially from Europe. The country is one of the most advanced and developed markets in North Africa, with opportunities in aerospace, automobile, agriculture, textiles, building materials, chemicals and tourism. Having recently rejoined the African Union and the Economic Community of West African States, the country is poised to expand its reach and identity on the continent.



## SME Export Marketing Fund

This mission will be reviewed by the Trade and Industry Department to determine eligibility for the SME Export Marketing Fund, whereby each successful applicant can receive a rebate of up to 50% of the total expenditure incurred by an applicant. However, members will need to apply for the rebates themselves. For more details, please visit [www.smefund.tid.gov.hk](http://www.smefund.tid.gov.hk)

## Itinerary

The high-level delegation will meet with senior government officials, chambers and businesses. Meetings will include business matching sessions, company visits, and networking sessions.

The delegation will spend 3.5 days in Ghana and 4.5 days in Morocco.

## Registration

This mission is exclusive to members only. Seats are limited and on a first-come-first-served basis.

To register, please download the registration form with the QR code aside and return the form to us before 28 August.



## Tentative Fee

The tentative fee for each member is \$36,000. This **includes** hotel accommodation (with breakfast), local transport, business matching meetings, administrative expenses and the flight between Ghana and Morocco, but **excludes** the flights to and from Hong Kong, visas or vaccination.

The final price will be based on the rates when booking and is subject to change.

## Visas

Morocco is visa-free for most passports. A visa is required to enter Ghana.

William Ngo Asia & Africa Committee Secretary

Email: [william@chamber.org.hk](mailto:william@chamber.org.hk)  
Phone: 2823 1291

# Cheers to Autumn!

## 品酒迎秋

More than 100 members had a great evening learning about wine and sampling a variety of vintages at our Wine Fair on 6 September, while making use of the opportunity to network with fellow members and Chamber leaders.

Participants enjoyed sampling wines and hearing about the different varieties from our member companies Discover Wines Asia, Evercohol, JinGarrigue, Maple International, Montrose Fine Wines, MyiCellar, Penticton Pacific, Schmidt Marketing and WineWorld Xplorer.



Members explore a wide range of vintages at our Chamber Wine Fair

會員在總商會品酒展上發掘多款美酒佳釀



逾 100 位會員出席本會 9 月 6 日的品酒展，一邊細味各款醇酒，一邊與總商會領導及其他會員把酒言歡。

期間，會員公司的代表分享品酒知識，並介紹各款葡萄酒的特色，參加者獲益良多。參與當晚活動的會員公司包括：Discover Wines Asia、永酒有限公司、JinGarrigue、豐業國際企業有限公司、夢圖絲食品葡萄酒香港有限公司、雲窖有限公司、法國地有限公司、興華拓展（消費品）有限公司，以及酒世界交易平台有限公司。





## COMMITTEE MEETINGS

Check with secretariat for details

### REAL ESTATE & INFRASTRUCTURE

Land and Housing Supply - Challenges and Solutions

October 4 4 pm

### AMERICAS

U.S. Trade and Investment Opportunities

October 17 11:30 am

### TAXATION

Tax Updates on Deduction of Foreign Taxes

October 21 12:30 pm

### MANPOWER

Labour issues and easing the talent shortage

October 22 4 pm

### FINANCIAL & TREASURY SERVICES

Crypto asset industry

October 24 4 pm

### SMART CITY WORKING GROUP

November 4 4 pm

## ROUNDTABLE TALKS

Visit website for full details and to register



### APEC IN A CHANGING GLOBAL LANDSCAPE

October 18 12:30 - 2 pm



### MAPPING THE ART WORLD: THE ART ECOSYSTEM

October 22 12:30 - 2 pm



### HONG KONG: THE ENDANGERED GOLDEN GOOSE OF CHINA?

October 29 12:30 - 2 pm



### TAX DEDUCTIONS FOR R&D EXPENDITURE: AN OVERVIEW OF DIPN55

November 4 12:30 - 2 pm



### CORPORATE VENTURING: INCREASING THE SPEED WHILE REDUCING THE COST OF WORKING WITH START-UPS

November 6 12:30 - 2 pm

## WORKSHOPS

Check website for details



### EXECUTIVE PRESENCE

October 24 2 - 6 pm



### HEFORSHE WORKSHOP – SETTING UP A SUCCESSFUL MENTORING PROGRAMME

October 24 8:30 - 10 am

### MANAGING STRESS TO ENHANCE PRODUCTIVITY

November 5  
9:15 am - 12:15 pm

## JOINT BUSINESS COMMUNITY LUNCHEON

Check website for details and to register  
[www.chamber.org.hk](http://www.chamber.org.hk)



### THE HONOURABLE MRS CARRIE LAM CHENG YUET-NGOR

The Chief Executive of the HKSAR

October 31 12 - 1:30 pm

## TOWNHALL FORUM



### DR Y K PANG

Chairman of the Hong Kong Tourism Board

October 28 4:30 - 6 pm

Asia & Africa Committee Presents:

## Mission to Ghana and Morocco

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## MISSIONS & SITE VISITS



### WAN CHAI GHOSTS & FOOD TOUR

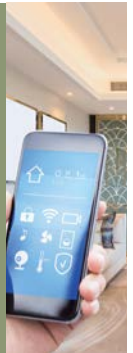
Trying out Walk in Hong Kong Tours while looking for hungry ghosts and great food

October 11  
3-6 pm

### SINO INNO LAB

Learning about innovative applications and experience how smart products can improve our home and workplace.

October 16  
4:30-5:45 pm



## NETWORKING



**SPANISH MARKETPLACE**  
October 15 5 - 8 pm



### LUNCHEON WITH THE HONG KONG JAPANESE CHAMBER OF COMMERCE & INDUSTRY

Hong Kong Club  
October 28 12:15 - 2 pm

## TRAINING & SEMINARS

Check website for details

Accounting for Sustainability – How Can Finance Teams Contribute to Driving and Integrating Sustainability within the Organisation?

October 22 6 - 8 pm

Collaborate: Building Effective Workplace Relationships

October 23 9:30 am - 5:30 pm

Coaching for Performance and Potential

October 29 9:30 am - 5:30 pm

How to Handle Offshore Claims Under the New BEPS and Transfer Pricing Law?

October 29 3 - 5 pm

Managing Staff Termination Properly

October 30 9:30 am - 5 pm

How to be more Strategic?

November 13 9:30 am - 5:30 pm

## SPECIAL COMMUNITY-WIDE EVENTS



### A NIGHT AT THE OPERA

Conrad Hong Kong  
October 18 7 - 10 pm



### HKGCC FREE RIDE DAY

November 29

### O · PARK1

Hong Kong's first organic resources recovery centre is capable of handling 200 tonnes of food waste per day.

October 22  
3:30 - 5 pm



### THE MILLS

Going back in time to Nan Fung Cotton Mills to see how 'The Mills' is paving the way for the renaissance of Hong Kong's textile industry.

November 6  
2:30-4 pm



### VISIT TO HONGKONG INTERNATIONAL TERMINALS

Exploring how operators are using port resources to enhance the overall competitiveness of the Port of Hong Kong.

November 20  
3:30 - 4:30 pm





# TRAINING & DEVELOPMENT

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



## Coaching for Performance and Potential

This interactive workshop will provide managers with insights, skills and tools to coach, motivate and develop the performance of their direct reports.

### Objectives

Participants will be better able to:

- Create the conditions where people feel valued and engaged
- Use an appropriate coaching style according to the person and situation
- Apply a coaching process to drive performance and develop potential
- Agree and implement personal development plans
- Handle sensitive coaching conversations

## Turning Conflict into Collaboration 化衝突為合作

In this workshop, participants will learn how to diagnose the sources of conflict, apply appropriate conflict management strategies, and manage interpersonal confrontations.

### Content:

1. The four sources of conflicts
2. Five conflict management approaches
3. Dealing with challenging situations in interpersonal confrontations

透過是次工作坊，參加者將了解如何識別衝突的來源，運用適當的衝突管理策略，並管理人際對立關係。

### 內容：

1. 衝突的四個來源
2. 五個衝突管理方式
3. 處理棘手的人際對立關係

Trainer : Shirley Ng

導師：吳黛薇

Date : 12 November 2019

日期：2019年11月12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 morning refreshments)

費用：會員\$850 / 非會員\$1,050 (包早點)



Shirley Ng,  
Founder and Director of Coach Infinity Co

吳黛薇  
Coach Infinity Co 創辦人及董事

Trainer : Anthony Brophy

導師：Anthony Brophy

Date : 29 October 2019

日期：2019年10月29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 : English

語言：英語

Fees : Member \$2,580 / Non-member \$3,280  
(Lunch not included)

費用：會員\$2,580 / 非會員\$3,280 (不包午餐)

## 激發潛能和績效訓練

是次互動工作坊將為管理人員提供知識、技能和工具，以啟導、激勵和提升下屬的工作表現。

### 目標

參與者將可：

- 創造令員工感到被重視和能夠投入參與的條件
- 因應不同性格和情況使用適當的啟導教練方式
- 運用啟導過程以提高績效和發展潛力
- 認同並實施個人發展計劃
- 處理敏感的輔導對話



Anthony Brophy,  
Managing Director of  
H.R. Solutions (Int'l) Ltd.

Anthony Brophy  
H.R. Solutions  
董事總經理

## Handling 'Tough' HR Issues: Legal and Practical 處理「棘手」人力資源問題：法律實務

As corporate management staff and human resources managers, you will probably have encountered "tough" human resources issues. In this one-day workshop, the speaker will analyze some common HR challenges using a number of related recent court cases, and give advice on how employers and HR managers should formulate legal and enforceable policies.

作為企業管理層及人力資源管理人員，你可能會面對「棘手」的人力資源問題。在這為期一天的實務工作坊，講者將透過近年相關的法庭個案，拆解常見的人力資源問題，並建議僱主及人力資源管理人員依法制訂可行的措施。

Trainer : Raymond Fung

導師：馮志文

Date : 28 November 2019

日期：2019年11月28日

Time : 9:30 a.m. – 5:00 p.m.

時間：上午9時30分至下午5時正

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 \$1,800 Non-member \$2,300  
(Lunch not included)

費用：會員\$1,800 / 非會員\$2,300 (不包午餐)

Raymond Fung,  
Principal Consultant, Strategic  
Consulting Limited

馮志文  
卓思管理顧問有限公司首席顧問



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For more information, contact Dr. Luis Go in Hong Kong:  
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