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January 2021

HKGCC: The Voice of Business in Hong Kong

# bulletin

工商月刊

REGIONAL COMPREHENSIVE ECONOMIC PARTNERSHIP

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## EMBRACING NEW COOPERATION 開展新合作

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## Giving Our Youth a Career Boost

GBA Youth Employment Scheme offers broader opportunities and a dynamic career path for Hong Kong's young people



### 擴闊本地青年就業出路

「大灣區青年就業計劃」為香港青年開創更多元化的就業機會和發展前景

行政長官在 11 月發表的《施政報告》中提出最鼓舞人心的措施之一，要數「大灣區青年就業計劃」，協助香港畢業生到大灣區工作，吸取寶貴的經驗。

總商會歡迎這項倡議，亦鼓勵符合條件的會員企業參與。該計劃為 2,000 名本地畢業生提供工資補貼，讓企業得以聘用香港頂尖大學的精英，同時讓我們的未來商業領袖把握大灣區湧現的大量就業機會。

在獲補貼的名額之中，400 個為創科職位，參與企業須向畢業生提供最少 26,000 元的月薪，當中 18,000 元為補貼。新經濟以外的職位方面，月薪不得少於 18,000 元，補貼則為 10,000 元。

除了青年就業計劃，特首還宣布為企業家和初創企業提供資助，支持他們進軍大灣區。

商界要確保香港的未來繁榮，扶持本地年青人是其中一個重要途徑。鼓勵本港更多青年到活力充沛的大灣區發展事業，將為他們開拓更大的生活和就業空間。

大灣區發展一日千里，大家都有目共睹。商界一直提倡取消香港與內地的人員往來限制，讓大灣區和其他地方獲益於本港的專業知識之

餘，香港亦可受惠於更多發展機遇；如今這些青年支援計劃正好朝這個方向邁進一大步。

我們鼓勵本港年青人抓緊大灣區的機遇，但這不是說香港缺乏選擇。香港作為國際城市，東西文化薈萃，這些優勢讓我們成為專業及其他服務業人才盡展所長的沃土。

近年，香港的科技和藝術產業都受惠於政府投資，為創新創意工程締造了一個比以往更具活力的生態系統。本地的職業培訓機構亦肩負培育業界專才的重任，確保滿足本港國際級酒店和服務業的人才需求。

總商會多年來透過舉辦「商校交流計劃」，協助中學生一探商業世界。此外，本會將於本月稍後舉行為大專生而設的第二屆「商業案例競賽」總決賽。有見去年參賽者表現優秀，水準甚高，今年各入圍隊伍將想出甚麼方案出奇制勝，實在令人翹首以待。

過去 18 個月，香港學生面對巨大的紛擾，但他們以堅毅不拔、努力不懈的精神克服難關，實在值得一讚。然而，現在是時候讓我們做好準備，迎接疫後的光明未來。總商會將全力支持香港青年把握香港、大灣區及其他地方的龐大機遇。

One of the most encouraging measures announced by the Chief Executive in her Policy Address in November was the Greater Bay Area Youth Employment Scheme, which will help Hong Kong graduates gain valuable work experience in the GBA.

HKGCC welcomes this initiative and we encourage our member companies that qualify to take part in the scheme, which will subsidise the salaries of 2,000 graduates. Businesses will be able to hire some of the best talent from Hong Kong's excellent universities and give our next generation of business leaders access to the tremendous career opportunities emerging in the GBA.

Of the subsidised jobs, 400 are earmarked for the IT sector. Participating companies must pay these graduates a salary of at least \$26,000 per month, \$18,000 of which will be subsidised. For jobs outside the new economy, the subsidy is \$10,000 for salaries of at least \$18,000.

Besides the Youth Employment Scheme, the Chief Executive also announced that funding has been provided to help entrepreneurs and start-ups expand into the GBA.

Supporting Hong Kong's young people is one of the most important ways businesses can ensure our city's future prosperity. Enabling more of our youngsters to develop their careers in the GBA will open a world of opportunities for them to live and work in this dynamic region.

We have all witnessed the extraordinary development of the GBA. The business community has been calling for barriers to the flow of people between Hong Kong and the Mainland to be removed

so that the GBA and elsewhere can benefit from Hong Kong's expertise and Hong Kong can benefit from expanded opportunities, and these youth support schemes are a great step in that direction.

While we encourage local youngsters to seize the GBA opportunities, that's not to say that Hong Kong is short of options. Our status as a global city and our East-meets-West culture makes us an excellent launch pad for careers in professional and other service industries.

Hong Kong's technology and arts industries have both benefitted from government investment in recent years, creating a more dynamic ecosystem for innovative and creative careers than in the past. And our vocational training institutions ensure that we are producing the professionals needed to staff our world-class hospitality and services sectors.

The Chamber has long supported high-school students through our Business-School Partnership Programme. In addition, we will host the finals of the second edition of our Business Case Competition for tertiary students later this month. Last year's participants set a very high bar, so we are looking forward to seeing the solutions that this year's finalists have come up with.

Hong Kong's students have had to contend with huge disruptions over the past 18 months, and they are to be commended for their patience and hard work, but we are now gearing up for a brighter post-Covid future. HKGCC is committed to supporting our city's young people grasp the huge array of opportunities in Hong Kong, the GBA and beyond.

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The Chamber is apolitical.  
 Any advertisement of a political nature does not necessarily imply endorsement by the Chamber

Published By:  
 The Hong Kong General Chamber of Commerce  
 22/F United Centre, 95 Queensway, Hong Kong  
 Tel: 2529 9229 Fax: 2527 9843  
[www.chamber.org.hk](http://www.chamber.org.hk)

Printed By: OMAC Production House Ltd  
 21/F Kiu Yin Commercial Building,  
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本會並非政治組織，任何帶有政治意味的廣告均不代表本會立場。

出版：香港總商會  
 香港金鐘道統一中心廿二樓  
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 圖文傳真：2527 9843  
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## Jan 2021

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《工商月刊》刊載的文章內容乃個別作者意見，並不反映香港總商會立場。

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# HKGCC

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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# Measures to Help Hong Kong Move Forward

New policies will enable businesses to rise to the challenges ahead and participate in the nation's development



## 迎難而上 扶助工商

新政策扶助企業迎難而上，參與國家發展

經歷社會動盪和新冠肺炎疫情的雙重打擊，香港整體社會舉步維艱。社會各界期望政府能緊貼民意，貫徹「敢說敢做、勇於承擔」的作風，帶領香港走出困境，並協助商界融入國家發展。

疫情之下，工商百業持續低迷，內地港商受到跨境出行限制影響，生意驟減，資金鏈面臨中斷；即使政府推出多輪的抗疫支援基金，亦未必足以協助企業克服難關。

我多次向政府反映業界對撤銷非住宅物業雙倍從價印花稅的要求，而我亦樂見政府在《施政報告》中作出回應，希望此舉能讓中小企更靈活調動資金，紓緩周轉問題。

在推動經濟發展方面，政府採納了總商會提出的多項建議，包括推動香港房地產投資信託基金、大坑西邨重建，以及推出智慧城市藍圖 2.0 等。報告

整體方向正確，對穩社會、抗疫情、推經濟、復民生有正面的作用，而關鍵在於政府要積極落實推行。

《施政報告》還包括不少政府早前向中央爭取的惠港措施，例如「大灣區青年就業計劃」、金融方面的「跨境理財通」、支持工商業界開拓國家「內循環」市場，以及完善跨境口岸設施等，皆有助香港融入國家發展。

我期望由貿發局聯同有關方面推出的一站式「GoGBA」平台能盡快實行，以助港商在內銷市場尋找商機。

在後新冠時代，政府必須好好運用過去一年的抗疫經驗，繼續提升本地防疫的軟件硬件實力，迎難而上。與此同時，隨著疫情有望消退，當局應制定措施，讓香港重整旗鼓，邁向復蘇。

Under the double blow of social unrest and the Covid-19 outbreak, it has become very difficult for Hong Kong as a whole to move forward. Across the community, citizens hope the Government will listen to public opinion and remain committed to fulfilling its responsibilities and promises, so it can lead Hong Kong through this difficult time and help businesses grow as part of the national development.

In the face of the pandemic, many industries remain in the doldrums. Hong Kong businesses operating in the Mainland have seen a sharp drop in business due to restrictions on cross-border travel, which has led to a disruption in cash flow. Even the rounds of Anti-epidemic Fund launched by the Government may not be enough to help them stay afloat.

I have repeatedly reflected to the Government the demand from the business sector for a withdrawal of the double stamp duty on non-residential properties, and I am pleased to see the Government's response to this appeal in the Policy Address. We hope that this measure will enable SMEs to allocate their money more efficiently to help relieve their cash flow pressure.

On promoting economic development, the Government has taken on board many of the Chamber's proposals, such as promoting real estate investment trusts (REIT), the redevelopment of the Tai Hang Sai Estate and the introduction of the Smart City Blueprint 2.0. Overall, the Policy Address is a step in the right direction, and will have a positive impact on promoting social stability, containing the pandemic, driving economic growth and

restoring livelihoods – assuming the Government will put these plans into action.

The Policy Address also included a number of measures where the SAR Government enlisted the support of the Central Government to aid Hong Kong's recovery. For instance, recent initiatives such as the Greater Bay Area Youth Employment Scheme, the Wealth Management Connect for the financial industry, support for local businesses to access the Mainland's "dual circulation" market, and improving the infrastructure of cross-boundary control points. These will all help Hong Kong integrate into the national development.

I hope the one-stop "GoGBA" platform, developed by the HKTDC in collaboration with relevant authorities, will be launched as soon as possible, as this will also help Hong Kong enterprises explore opportunities in the Mainland.

In the post-Covid era, the Government must leverage the experience gained in fighting the pandemic over the past year to continue strengthening Hong Kong's hard and soft infrastructure, so that we can rise to the challenges ahead. Meanwhile, with the end of the pandemic hopefully now in sight, measures should also be drawn up to relaunch Hong Kong and set it on the road to recovery.

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圖片只供參考

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## Chamber Survey Reveals Pandemic Impact

Majority of Hong Kong businesses saw turnover plunge in 2020, but vaccines, technology uptake and GBA opportunities give reasons for hope



### 總商會調查 反映疫情影響

大多數港企在2020年的營業額大跌，但疫苗、科技應用和大灣區機遇帶來希望

總商會的年度「商業前景問卷調查」反映香港商業環境的實況，而今年的營商情緒低迷，實屬意料之中。2019年的社會動盪和中美貿易關係持續緊張，已令企業大受打擊，其後爆發的新冠病毒疫情，更讓經濟雪上加霜。

調查中最令人擔憂的結果，是有五分之一的受訪會員表示公司營業額在2020年首十個月大跌至少一半。整體上，超過六成受訪企業表示營業額較2019年同期減少，而該比例在中小企中更高達66%。鑒於疫情的影響未除，約四成受訪者預料2021年的商業前景仍然偏向負面。這些數字清楚顯示疫情對商界構成的重大影響。

疫苗即將面世，意味疫情有望在今年減退。不過疫苗接種過程需時，持續的不明朗因素正影響企業作出業務規劃。許多受訪公司表示2021年會維持現狀，未有打算增加資本投資或增聘人手。

若然要數疫情帶來的正面影響，必定是促使許多企業採用各式各樣的科技。本會調查顯示，

58%受訪企業計劃對數碼科技作出重大投資，另有逾半（55%）受訪僱主表示會在疫情後容許員工至少某些時間在家工作。

香港在科技應用方面一直稍為落後，但數碼轉型已是大勢所趨，企業必須不斷提升網上經營能力，否則只會落後於人。

調查反映的另一正面趨勢是大灣區發展。相比內地其他地區，企業較看好大灣區投資，有五成受訪公司表示會增加大灣區的資本投資。由此可見，隨著新政策加強區內互聯互通，大灣區已成為香港企業的主要投資目的地。我們希望當局將在短期內推出更多便利措施。

有關調查結果的詳情，請參閱第18頁。本人謹此感謝所有參與是次調查的會員，您的回應有助我們掌握商界的想法，從而向政策制定者轉達意見。

2020年是史無前例的一年，我在此謹祝各位會員新年快樂，並衷心希望諸位在2021年生活愉快、生意興隆。

The Chamber's annual Business Prospects Survey provides a useful snapshot of the mood of Hong Kong's business community and, unsurprisingly, sentiment this year is gloomy. The Covid-19 pandemic has been a cruel blow to businesses already hit by 2019's social unrest and lingering U.S.-China trade tensions.

The most worrying finding from our survey was that one in five respondents said their turnover had plunged by at least half in the first 10 months of 2020. Overall, more than 60% of the survey respondents said their business turnover had declined compared to the same period in 2019, rising to 66% for SMEs. The memory of this shock still lingers on, and around 40% of respondents believed that business prospects trends would remain negative in 2021. These figures clearly show the huge impact that the pandemic has had.

The vaccines currently in development mean that we can be hopeful that the pandemic will recede this year. But the vaccination process will not happen overnight, and continued uncertainty is affecting businesses' ability to plan ahead. Many report that they will be treading water in 2021, with no plans to increase capital investment or headcount.

If there is one silver lining with the pandemic, it is that it has nudged many companies to embrace the huge array of technologies available. Our survey reveals that 58% of businesses plan to make

a significant investment in digitalization, and over half (55%) said they would allow employees to work remotely, at least some of the time.

We know that Hong Kong has been slightly behind the times in terms of technology adoption, but the digital genie is out of the bottle now, and businesses that are not up to date with their online capabilities risk being left behind.

Another positive point in our survey is the Greater Bay Area (GBA). Companies are more bullish on investment in this region than in the rest of the Mainland, with 50% saying they would increase capital investment in the GBA. This shows that the GBA has become a key investment destination for Hong Kong companies as new policies improve connectivity across the region. We look forward to more measures being rolled out in the near future.

You can read more about the survey results on page 18. I'd like to thank all of you who have responded, as this will help us better reflect your thoughts to policymakers.

The past year has been unprecedented. I sincerely hope – as I wish all of our members a Happy New Year – that 2021 will bring much more joy and prosperity to all our lives and businesses.

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# DO YOU REALLY KNOW YOUR BUSINESS PARTNERS IN HONG KONG?



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# RCEP: Beacon of Cooperation

## 區域全面經濟夥伴 協定：合作明燈

New trade agreement will remove tariffs and other hurdles to doing business, and shows the region's success in working together  
新貿易協定將消除關稅和其他貿易壁壘，彰顯區域合作成果

**After eight years of negotiations, the signing of the Regional Comprehensive Economic Partnership (RCEP) on 15 November has created the biggest trade group in history. Comprising the 10 ASEAN member states as well as Australia, China, Japan, New Zealand and South Korea, the RCEP covers about 30% of the world's population and global economic output, and is bigger than the European Union.**

"This agreement to create the biggest trade bloc in the world is a very welcome piece of news during a harsh period for the global economy," said Chamber Chairman Peter Wong.

"It is a tremendous achievement for the negotiators to find agreement among so many different economies. Although Hong Kong is not yet a signatory to the RCEP, we will benefit from the enhanced cooperation and improved ease of doing business across this very dynamic region."

### Benefits of the deal

The RCEP will eliminate at least 90% of tariffs, increase market access among participants, and includes more favourable rules-of-origin terms. Under the RCEP, intermediate goods from all member countries will be treated equally and will not be subject to tariffs. This will improve efficiency and lower costs, and should also encourage member countries to source from one another.
















The reduction in red tape will also improve access for SMEs, which currently have very low participation rate in free trade activity in the region. Provisions in the agreement to enable electronic authentication will also help SMEs to access e-commerce markets in member states.

The RCEP is also the first free trade deal that includes China and Japan. Relations between these nations have been strained at times, so the successful conclusion of





RCEP Members  
區域全面經濟夥伴協定成員

	Population 人口	GDP per capita in \$US 人均GDP (美元)
 Australia 澳洲	25,698,300	50,817
 Brunei 汶萊	459,500	76,567
 Cambodia 柬埔寨	15,626,444	4,022
 China 中國	1,400,050,000	18,158
 Indonesia 印尼	263,510,000	12,432
 Japan 日本	126,760,000	42,860
 South Korea 南韓	51,709,098	39,446
 Laos 老撾	7,123,205	6,115
 Malaysia 馬來西亞	32,273,000	28,636
 Myanmar 緬甸	54,836,000	6,360
 New Zealand 新西蘭	4,786,710	38,706
 Philippines 菲律賓	109,048,269	8,270
 Singapore 新加坡	5,703,600	101,376
 Thailand 泰國	68,298,000	17,749
 Vietnam 越南	96,208,984	10,537

negotiations is an achievement in itself. And it is not just of symbolic importance. The terms of the agreement will benefit both countries economically as well, as Dr Le Xia, Chief Economist of the Ping An Digital Research Centre, explained, speaking at a Chamber webinar.

"If you look at the industry structures of China and Japan, they are still very complimentary," he said. "A lot of Japanese companies are very interested in Shenzhen innovation, for example, as the city has a lot of opportunities – even for global Japanese companies."

Tomohiro Takashima, Director-General of the Japan External Trade Organization (JETRO) in Hong Kong, noted that the RCEP will cover approximately 50% of Japan's total trade, and 86% of exports from Japan to China will be duty free. Meanwhile, the common rules of origin will foster trade among members.

"This will make building supply chains based on the use of FTAs across the region easier, which was not previously possible," Takashima said. "For example, a supply chain such as sending parts from Japan to an ASEAN country, to be assembled there then to be exported to another RCEP member country, for example China, will now be a potential scenario."

China is not part of the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP), the other major trade group in the region. So being part of RCEP is a significant step that



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will open many more markets to the Mainland.

"The RCEP is positive progress for China, as it is now part of this very big free trade zone," Dr Xia said.

While a lot of attention has focused on the major economies of China, Japan and South Korea, it is worth remembering that the RCEP originated with ASEAN, a bloc mostly made up of small and developing nations. This shows the potential for smaller economies to bring about significant change through successful cooperation.

### Growth and innovation

The RCEP includes some of the fastest growing countries in the world, so its share of global economic output is almost certain to rise. According to a KPMG report, this could happen very quickly.

"While the countries which are parties to RCEP may now account for around 30% of global GDP, this is anticipated to rise to nearly 50% by 2030. There is thus the potential for RCEP to serve not only as a major platform for global trade, but the major global platform," the report said.

ASEAN member states, in particular, offer tremendous potential to businesses and investors, said Minesh Pore, Co-founder and CEO of The Buy Hive, at a recent Chamber webinar.

"The population of ASEAN is among the youngest and fastest growing in the world, so innovation is going to come from there in the future,"

he said. "There is an opportunity for Hong Kong to take the lead in being an innovation capital to help drive that innovation."

The young ASEAN population is also digitally native, so if businesses want to access this huge and growing market they will need to have the technology in place, as well as the right products and services.

"ASEAN's 'Gen Zs' are the future consumers, so we will need to follow them," Pore said.

### Limits to the RCEP

The RCEP is not as comprehensive as some other global trade agreements – for example, it does not cover the environment, labour standards or state-owned enterprises. Its intellectual property protection measures do not greatly change the current status, and the financial sector is excluded from many of the digital measures in the deal.

Discussing the RCEP at a recent Chamber webinar, Anne-Laure Descours, Chief Sourcing Officer at PUMA, noted that travel in the region could not be compared to the E.U., for example.

"My dream would be the free movement of people," she said.

"Europe developed so quickly because people could travel."

Business meetings and cooperation in the region can be difficult because getting travel visas is still a complicated process for residents of many RCEP member states.

"If Hong Kong people could move freely to Vietnam or Indonesia, for example, that would be a great way for Hong Kong to learn, and to bring the expertise of Hong Kong to other countries," she said.

Also missing from the RCEP is India. The nation was part of the initial negotiations, but dropped out in 2019. However, the signatories of the deal have said that the door remains open for India to join in the future.

When the signing of the deal was announced, Chinese Premier Li Keqiang described it as a "ray of light and hope amid the clouds," and "a victory for multilateralism and free trade."

However, Stephen Olson, Research Fellow at the Hinrich Foundation, cautioned against expecting too much from the deal. In a research paper he noted that many limits to the tariffs remain, especially in food exports.

"Supporters of open trade and investment should welcome RCEP, especially for the encouraging signal it sends at a time when the cause of trade liberalization is on its back foot," Olson said.

He added that we should be realistic about expectations and not fall victim to over-hyping. "Ten years from now, as economists review the evolution of trade in East Asia during the preceding decade, RCEP will be a positive footnote. It is unlikely, however, to have driven the narrative."

## Key Points of the RCEP

- Eliminate tariffs on more than 90% of goods
- Opens up 65% of service sectors
- Moves to a negative list approach for foreign service providers
- Harmonise rules of origin
- Multiple countries can be included in the calculation of origin rule
- Intermediate goods from all member countries will be treated equally
- Enhance consumer protection in e-commerce
- Promote acceptance of electronic signatures

## Hong Kong's role

Hong Kong is not yet a signatory of the RCEP, but the HKSAR Government welcomed the deal and aims to join, said a spokesperson for the Trade and Industry Department (TID).

"Against the unprecedented challenges brought by the Covid-19 pandemic and the headwind of protectionism, RCEP is an important agreement for promoting inclusive development and strengthening regional supply chains, contributing to the post-pandemic economic recovery."

In 2019, total trade between Hong Kong and the 15 RCEP members amounted to US\$765.5 billion, accounting for 71% of Hong Kong's total trade.

"Hong Kong's accession to the RCEP will deliver new opportunities for our businesses to access regional value chains," the TID spokesperson said. "Hong Kong traders, supply chain operators as well as service suppliers and investors will also stand to benefit from a better business environment with reduced compliance costs, simplified procedures, and enhanced transparency."

Even before the city joins, it is likely to benefit from the closer integration of many of its trading partners. According to a Peterson Institute Working Paper, the RCEP will boost Hong Kong's GDP by 0.4%, even without being a signatory.

## A more collaborative global landscape?

In recent years, the world has seen a retreat from globalization. This trend was emphasized in 2016, which saw Britain vote to leave the E.U. and the United States elect Donald Trump on an "America First" platform. In 2017, Trump withdrew the country from the Trans-Pacific Partnership, the forerunner of the CPTPP.

The signing of the RCEP means that there are now two major trade deals in the Asia Pacific, and the U.S. is not part of either. Whether or not the U.S. returns to active participation in the region will depend on the new administration. President-elect Joe Biden has not made clear his policies in this area, but it is anticipated that he will, at least, take a more cooperative approach than his predecessor.

For now, regional signatories to the RCEP can look forward to seeing the benefits of lower tariffs and enhanced collaboration. With business operations hopefully returning to relative normal as the coronavirus recedes, the RCEP is an added bonus.

"As the world begins its recovery from the Covid-19 pandemic, the RCEP will help by boosting regional economies and improving business efficiency," said Chamber Chairman Wong. "It is also an example to the world of the fruits of collaboration, which will help pave the way to a more prosperous future."

經過歷時八年的磋商，《區域全面經濟夥伴協定》(RCEP)在11月15日簽訂，建立了史上最大的自由貿易區。RCEP由10個東盟成員國，以及澳洲、中國、日本、新西蘭及南韓組成，涵蓋全球約三成人口和經濟總量，規模較歐盟更大。

「這項協定建立了全球最大的貿易集團，在環球經濟不景時期，這實在是可喜的消息。」總商會主席王冬勝表示。

「各國談判代表在眾多不同經濟體之間取得共識，實在是巨大成就。儘管香港仍未加入協定，但這個充滿活力的地區能夠加強合作，促進營商，也可為我們帶來裨益。」

### 協定的裨益

RCEP將取消最少九成關稅、放寬締約國之間的市場准入，以及賦予更優惠的原產地規則待遇。根據RCEP，來自所有成員國的半成品均可獲平等對待，無需繳付關稅。這將提升效率和降低成本，並可鼓勵成員國之間互相採購產品。

減少繁文縟節亦可便利中小企進入市場，因為現時只有甚少中小企參與區內的自由貿易活動。協定中落實電子認證的條款亦有助中小企參與成員國的電商市場。

RCEP是首項同時包括中國和日本的自由貿易協定。由於中日關係不時緊張，能夠順利完成談判已是一項成果。此外，協定不僅具有象徵意義；正如平安數字經濟研究中心首席經濟學家夏樂博士

出席總商會一個網上研討會時解釋，協定條款將有利兩國經濟發展。

他說：「只要留意中國和日本的產業結構，便會發現兩國仍然維持互惠互補關係。例如，許多日本公司對深圳的創新科技深感興趣，對日本的國際企業而言，深圳機遇處處。」

日本貿易振興機構（香港）所長高島大浩指出，RCEP將涵蓋日本貿易總額約50%，而日本出口至中國的86%產品將獲豁免關稅。與此同時，統一原產地規則待遇將促進成員國之間的貿易往來。

「企業將可通過自貿協定在區內建立供應鏈，這在過往並不可行。」高島續稱：「舉例說，由日本運送零件到東盟國家組裝，然後出口至另一RCEP成員國，例如中國，這類供應鏈方案如今將變得可行。」

中國並無參與區內另一主要貿易組織——《跨太平洋夥伴全面進展協定》，因此加入RCEP是重要一步，內地可藉此開拓更多市場。

夏博士解釋：「中國通過RCEP成為這個龐大自由貿易區的一部分，是積極的進展。」

儘管中國、日本和南韓等主要經濟體成為關注焦點，但值得一提的是RCEP源於東盟，而該集團主要由發展中的小國組成。由此可見，規模較小的經濟體通過相互合作，亦有潛力促成重大變革。

### 增長與創新

RCEP包羅全球增長最快的一些國家，因此其所佔的全球經濟產出比重勢必上





升。根據畢馬威一份報告，這個情況可能快將出現。

該報告指出：「RCEP成員國目前佔全球GDP約30%，預料這個比例將在2030年上升至接近50%。因此，RCEP不只是全球貿易的主要平台，更有潛力成為重要的全球合作平台。」

The Buy Hive聯合創辦人兼行政總裁Minesh Pore最近在總商會的網上研討會表示，對企業和投資者來說，東盟成員國市場潛力龐大。

他說：「東盟擁有世上最年輕、增長最快的人口結構，未來的創新發展將源自東盟。香港可充當創新樞紐的角色，協助引領創新發展。」

東盟的年青人口精通數碼科技，企業如有意進軍這個龐大且不斷發展的市場，

便要具備完善的科技配套，以及合適的產品和服務。

「東盟的『Z世代』就是未來的消費者，因此我們需要緊貼他們的步伐。」Pore說。

### RCEP的限制

RCEP不及其他全球貿易協議全面，例如協定未有涵蓋環境、勞工標準和國有企業等範疇，其知識產權保障措施並未對現況帶來重大改變，而協定下的多項數碼措施也不適用於金融業。

運動品牌PUMA採購總監Anne-Laure Descours最近出席總商會網上研討會時談及RCEP。她舉例說，論出行，RCEP無法與歐盟相比。

### 《區域全面經濟夥伴協定》重點

- 取消90%以上商品的關稅
- 開放65%服務業
- 對海外服務供應商採用負面表列方式
- 統一原產地規則
- 確定原產地時可計入多個國家
- 各成員國的半成品一律獲平等對待
- 加強保障電子商貿消費者
- 推廣應用電子簽名

她說：「我希望人民能夠自由往來。歐洲之所以發展迅速，全因民眾出行暢通無阻。」

在RCEP自由貿易區內進行商務會議和協作或會遇到阻滯，因為許多成員國的居民仍需經過繁複的手續才能取得旅遊簽證。

她說：「舉例來說，港人如能自由入境越南或印尼，這將會是香港認識其他國家，同時把香港的專業知識帶到海外的良好途徑。」

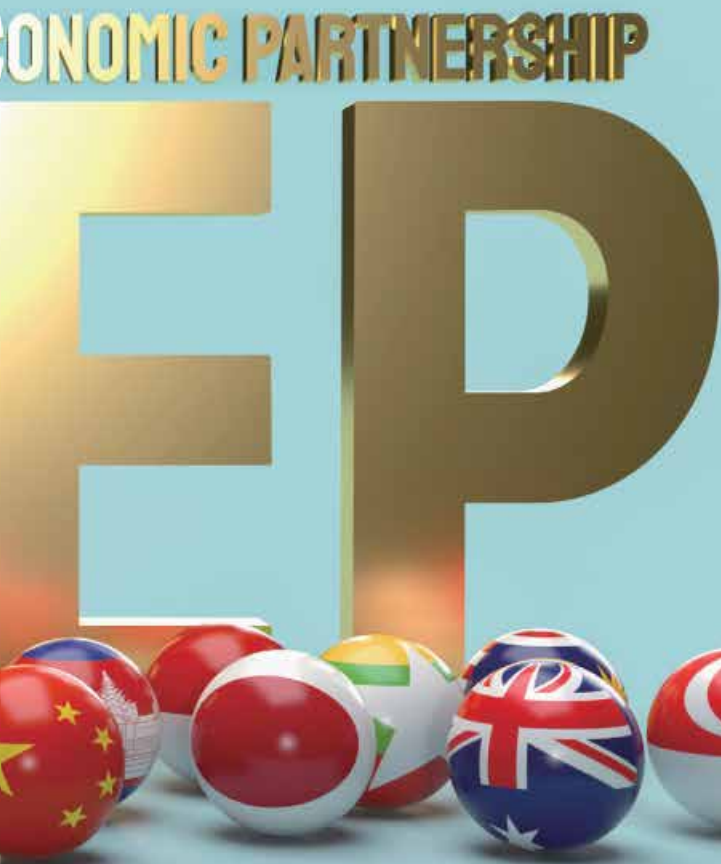
印度同樣未有參與RCEP。該國曾參與早期談判，卻於2019年退出。不過，RCEP締約國表示大門仍然為印度而開。

中國總理李克強宣布落實簽署RCEP時，形容協定「讓人們在陰霾中看到光明和希望」，更是「多邊主義和自由貿易的勝利」。

然而，Hinrich Foundation研究員Stephen Olson卻忠告別對協定抱太大期望。他在一份研究報告指出，各種關稅限制仍然存在，以食品出口尤甚。

Olson說：「支持開放貿易與投資的人士應該樂見RCEP的簽訂，特別是在貿易自由化進程裹足不前之際，協定帶來了令人鼓舞的消息。」

他又補充，我們的期望宜切合實際，別因一些言過其實的吹捧而左右判斷。「十年後，當經濟學家回顧過去十年東亞貿易的演變，RCEP將成為一項有用的註解，卻未必能主導故事的發展。」



### 香港角色

工業貿易署（工貿署）發言人表示，香港仍未簽署RCEP，但香港特區政府對協定表示歡迎，並期望加入成為一分子。

「面對新冠病毒疫情帶來的空前挑戰及保護主義的阻力，RCEP的成立至關重要，有助促進共融發展、加強區域供應鏈，並推動疫後經濟復蘇。」

2019年，香港與15個RCEP成員國之間的貿易總額達到7,655億美元，佔香港貿易總額71%。

「香港加入RCEP將為本地企業開創新機，以打入區域價值鏈。」工貿署發言人續稱：「隨著合規成本降低、程序簡化和透明度提高，營商環境得到

改善，香港貿易商、供應鏈營運商、服務供應商及投資者也可從中獲益。」

即使香港尚未加入RCEP，亦可受惠於其眾多貿易夥伴的進一步融合。根據彼德森國際經濟研究所一份工作報告，即使香港未有參與RCEP，協定也將為香港帶來0.4%的經濟增長。

### 環球形勢趨向協作互助？

近年，世界各地都出現去全球化的趨勢。這一趨勢於2016年更見明顯，當年英國公投通過脫離歐盟，而美國則選出提倡「美國優先」的特朗普當總統。2017年，特朗普帶領美國退出《跨太平洋夥伴關係協定》，即《跨太平洋夥伴全面進展協定》的前身。

RCEP的簽訂意味亞太區目前有兩大貿易協定，而美國卻未有參與其中。美國會否重新積極參與區域事務，將取決於新管治班子。美國總統當選人拜登未有闡明這方面的政策，但預料他至少會採取比前任更合作的態度。

現時，RCEP簽署國可望享受低關稅和更緊密協作的好處。隨著新冠病毒疫情消退，商業運作有望恢復至相對正常的狀況，RCEP可謂錦上添花。

總商會主席王冬勝說：「隨著全球各地開始走出疫情的陰霾，RCEP將透過提振區域經濟和改善營商效率，從中發揮助力。這也可作為一個例子，向世界展示多國通力協作的成果，為共創更繁榮的未來鋪路。」

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2021

# Outlook for 2021 Hinges on Covid Battle

## 2021年前景取決於抗疫進展

Little optimism about the year ahead in the Chamber's Business Prospects Survey, but digital push is a sign of hope

總商會的商業前景問卷調查顯示來年不容樂觀，惟數碼轉型帶來希望

**Back during the 2008 global financial tsunami, many people thought that they were witnessing a once-in-a-century crisis. Few could have anticipated that they would see another one so soon, and one that could be more devastating in many aspects. The Covid-19 pandemic has had a huge impact on businesses in**

**Hong Kong and globally, and a return to normality is still some distance away.**

In its latest economic outlook report released in December, the Organisation for Economic Cooperation and Development estimated that the global economy would shrink by 4.2% in 2020. In Hong Kong, the economy contracted by 7.2% year-

on-year for the first nine months of 2020 after a 1.2% decline in 2019, shrinking to the same level – adjusted for inflation – as 2016. At the time of writing, the city is enduring a fourth wave of coronavirus infections and consequently has been forced to tighten social-distancing restrictions again.

After experiencing another turbulent year, many businesses in Hong Kong, big and small, have found it difficult to make plans amid high uncertainty about the pandemic situation, and they have remained cautious in their business outlook. This is one of the key takeaways from the Chamber's annual

Business Prospects Survey, which was conducted during 9–13 November.

For the first ten months of 2020, nearly two-thirds of the survey respondents said their business turnover had declined compared to the same period in 2019, versus 26% who said there had been no change and 12% whose turnover had risen (*Figure 1*). It is worrisome to learn that one out of five respondents said their turnover had plunged by at least half during the period.

Border and social restrictions due to Covid-19 were the two more important factors affecting respondents' business



Figure 1 圖一

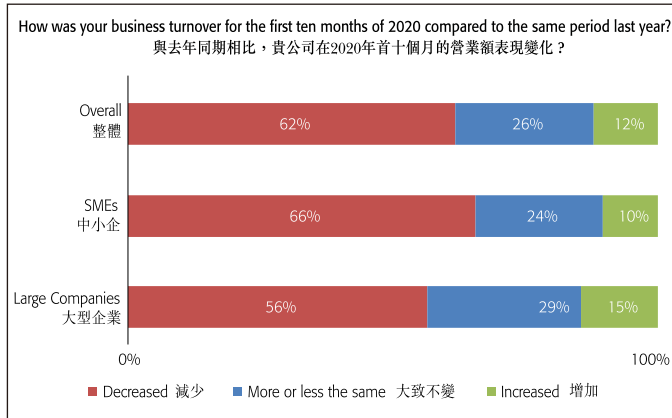
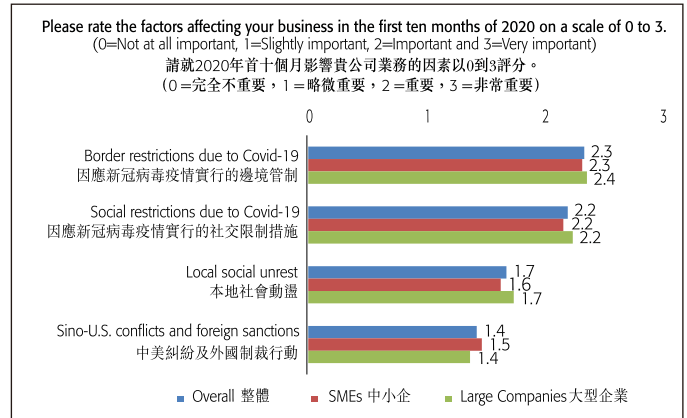


Figure 2 圖二



operations, compared to local social unrest and the Sino-U.S. tensions (Figure 2).

The availability of effective vaccines could prove to be a game changer for the battle against the pandemic. However, despite breakthroughs in vaccine procurement, we are going to live with Covid-19 for some time as the immunization programme in the city may only be completed by the end of 2021 at the soonest.

When asked about their expectations for the business prospects trend in Hong Kong over the next 12 months, 40% believed that it would turn negative, while one-fourth expected positive and 15% said there would be no change (Figure 3). This pessimism clearly has implications for their business plan in 2021, which will be discussed later in this article.

Disruptions to cross-border activities due to the ongoing pandemic was considered

the major challenge over the next 12 months, so the containment of Covid-19 and reopening the borders as soon as possible should be able to boost business sentiment. This was followed by Hong Kong's narrowing advantage over Mainland and surrounding cities as economic policy lags behind (Figure 4).

Regarding their business plans, survey respondents were reluctant to expand their Hong Kong operations. Over half (55%) of them planned to maintain headcount in Hong Kong and only one-fifth planned to increase (Figure 5). As to staff pay, the same proportion (55%) planned to freeze it in general (Figure 6).

A similar situation can be seen in capital investment plans in the city (Figure 7) while the picture was more bullish for the Greater Bay Area (GBA). Among those that already have capital investment in the region, half

of the respondents said they would further expand in the GBA (excluding Hong Kong) over the next 12 months (Figure 8).

While the Covid-19 pandemic has disrupted our daily lives and the broader economy, it also brings some welcome changes. Most prominent is perhaps the accelerating adoption of digitalization. For those previously comfortable with more traditional ways of doing business, the crisis and the associated social restrictions have served as a wake-up call for them to rethink how to adapt in order to survive.

A combined 58% of respondents said they would be likely or very likely to make a major investment in digitalization over the next 12 months (Figure 9). This proportion rose to 72% for big corporations that are likely to have more financial resources.

Over half (55%) of respondents said they would allow

employees to work remotely, at least some of the time, after the Covid-19 pandemic is over (Figure 10). The impacts of digitalization on productivity and employment in the long run, however, are less clear and remain to be seen.

Undoubtedly, the business prospects of Hong Kong in 2021 will depend heavily on whether the pandemic can be brought under control without a significant compromise on economic activity, as well as progress in vaccination roll-out.

The Government has unveiled a series of relief measures including the Employment Support Scheme to help people and businesses pull through the pandemic. However, as this scheme, which subsidized wages for a six-month period, expired in November, the real tests for many businesses are yet to come.

Figure 3 圖三

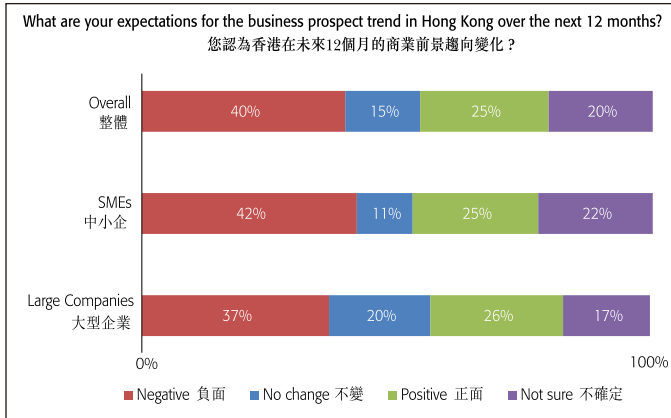


Figure 4 圖四



2008年爆發環球金融海嘯時，許多人以為那是百年一遇的危機。相信他們並未想到，另一場更嚴峻的危機竟在這麼短的時間內降臨，對整個世界多方面造成更深遠的影響。新冠病毒疫情已對香港以至全球經濟構成巨大衝擊，要回復正常，仍有漫長的路要走。

經濟合作與發展組織在12月發表的最新經濟展望報告中，估計2020年全球經濟會收縮4.2%。

在本港，經濟繼2019年下滑1.2%，再於2020年首九個月按年收縮7.2%，致使經通脹調整後的經濟規模縮減至2016年水平。撰文之時，香港出現第四波疫情，政府被迫再度收緊社交距離限制。

再次經歷動盪的一年，總商會在11月9至13日期間進行的年度「商業前景

問卷調查」顯示，面對反覆不定的疫情，本港許多大大小小企業都難以作出業務規劃，並對營商前景維持審慎態度。

接近三分之二受訪企業表示，他們在2020年前十個月的營業額較2019年同期減少，26%表示維持穩定，另有12%錄得增幅（圖1）。有五分之一受訪者表示，公司營業額在期間大跌一半或以上，情況令人擔憂。

因應新冠病毒疫情實行的邊境管制和社交限制措施，為影響受訪企業業務的兩大因素，而本地社會動盪和中美緊張關係的影響則相對較小（圖2）。

有效疫苗面世，為抗疫帶來突破。儘管疫苗採購取得進展，香港的疫苗接種計劃可能最快要到2021年底才能完成，在此之前，我們還需與新冠病毒共存一段日子。

當被問到香港在未來12個月的商業前景趨向變化時，四成受訪者預料商業前景趨向負面，有四分之一認為趨向正面，15%預期會維持不變（圖3）。這種悲觀情緒顯然已影響企業於2021年的業務計劃，下文稍後將再作討論。

疫情持續未退，導致跨境往來受阻，被視為未來12個月的主要挑戰，因此遏制疫情及儘快重開邊境，應能提振營商氣氛。其次的挑戰則為本港經濟政策滯後，優勢漸被內地及周邊城市追近（圖4）。

業務計劃方面，受訪公司普遍不願擴展在港業務。逾半（55%）受訪者計劃維持人手不變，只有約五分之一打算增聘人手（圖5）。員工薪酬方面，整體而言同樣有55%的受訪企業計劃凍薪（圖6）。

Figure 7 圖七

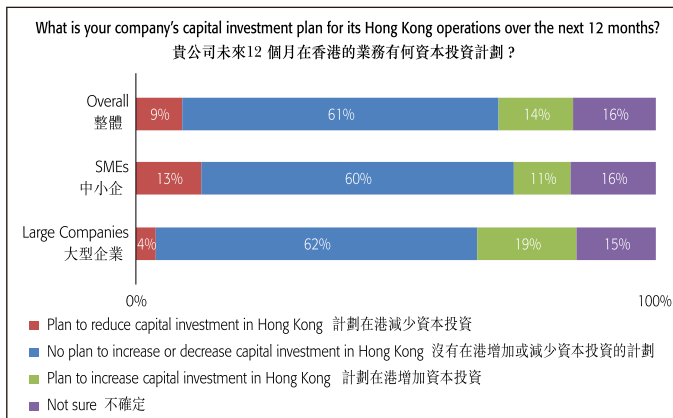


Figure 9 圖九

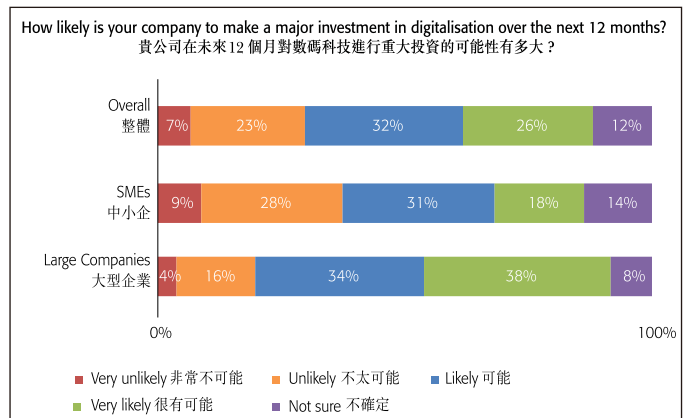


Figure 5 圖五

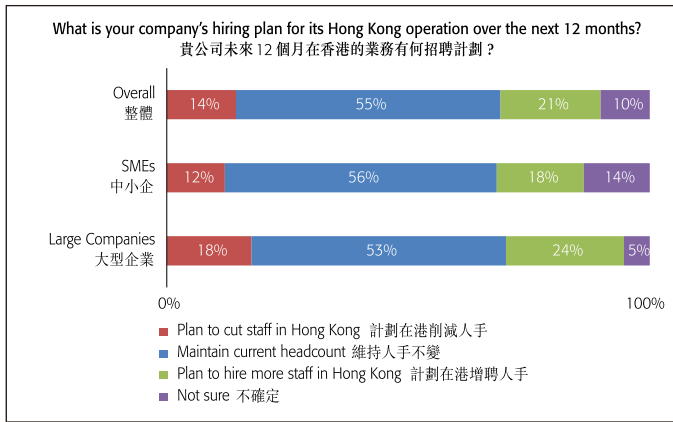
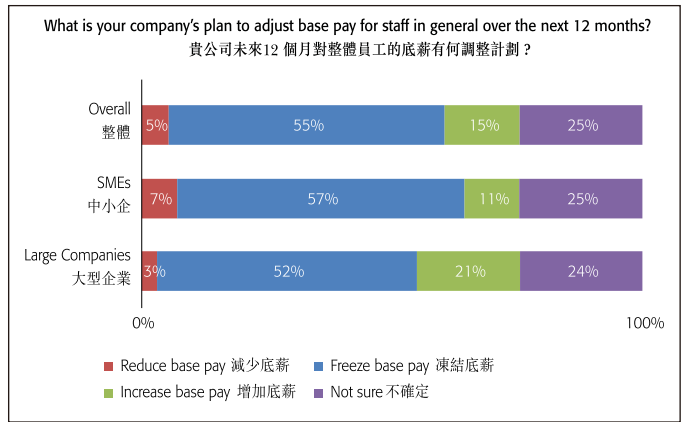


Figure 6 圖六



類似的情況可見於企業在香港的資本投資計劃 (圖 7)，而大灣區的投资則較被看好。已在區內進行投資的受訪企業中，有半數表示未來 12 個月將在大灣區 (不包括香港) 進一步擴展業務 (圖 8)。

雖然疫情擾亂市民日常生活及整體經濟，但也帶來了一些正面影響，其中以加快數碼轉型進程最為顯著。對一些以往安於傳統營商模式的企業而言，這場危機及相關的社交限制給他們敲響了警號，促使他們重新思考如何適應求存。

合共 58% 受訪公司表示可能或很可能在未來 12 個月對數碼科技進行重大投資 (圖 9)。該比例在大型企業更高達 72%，這應該是與他們擁有較多財政資源有關。

逾半 (55%) 受訪僱主表示會在疫情後容許員工至少某些時間在家工作 (圖 10)。然而，數碼化長遠對生產力和就業的影響仍未明確，尚待觀察。

無疑，香港在 2021 年的商業前景將很大程度取決於能否在控制疫情的同時，盡量減少對經濟活動的影響，以及接種疫苗的進展。

政府已推出多輪紓困措施，例如「保就業」計劃，協助市民和企業渡過困境。不過，隨著為期六個月的工資補貼計劃於 11 月屆滿，一眾企業正面臨真正的考驗。

Figure 10 圖十

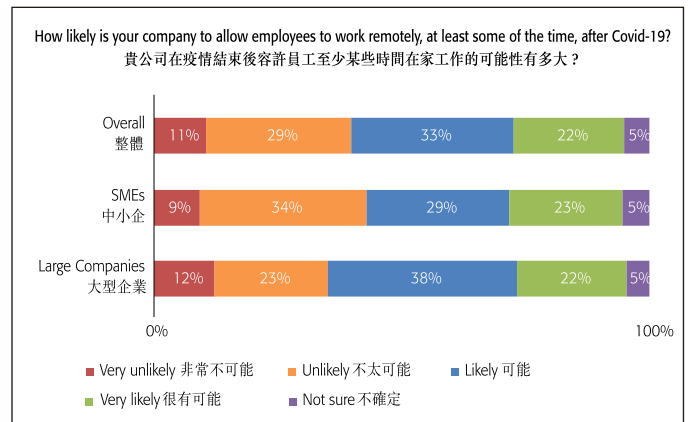
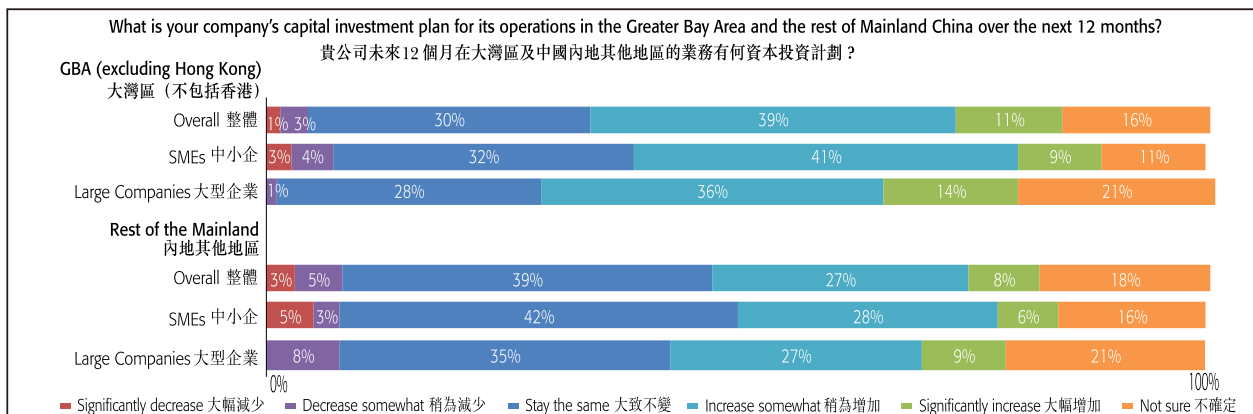


Figure 8 圖八



# HKGCC Forecasts Return to Growth in 2021

**The Chamber unveiled its 2021 economic forecast on 17 December, which envisages real GDP growth of 3.5% and headline inflation increasing by 1.4%.**

“Hong Kong has had a very tough 2020, and we forecast the economy will contract by 6% for the year as a whole, but we expect a return to positive growth of 3.5% for the coming year,” HKGCC’s CEO George Leung said.

The Chamber’s forecast is based on Covid-19 vaccines becoming widely available, which should help bring the coronavirus pandemic under control in Hong Kong and internationally, and allow some cross-border activities to be relaxed. Besides, Sino-U.S. relations are expected to be more predictable under the Biden Administration.

“There are a number of stabilizing factors coming on stream, and with the economy coming off a low base, we should expect to return to positive growth in 2021. However, we will need to be patient,” said Leung.

“The road to recovery is likely to be bumpy, depending on how long it takes to complete the immunization programme. We hope the Government

can speed up the inoculation timeline in order to protect the population and help our recovery.”

Hong Kong slipped into deflation in the second half of 2020, as tourists stayed away and households tightened their belts. But headline inflation for 2020 should be flat at 0.3%, before rising in 2021 to 1.4%. As economic activity and tourism remain stagnant, the Chamber estimates that retail sales will fall by 24% for the full year of 2020, but rise by 1.5% in 2021 as Covid-19 restrictions are eased.

“On unemployment, as the Employment Support Scheme expired in November, more jobs – in particular those in the worst affected sectors, including retail, travel and hospitality – are now at risk. So we expect the unemployment rate in Hong Kong to rise to 7% by the end of this year, before easing to 4.8% by the end of 2021, by which time the economy should be gradually recovering,” he said.

2020

2019

HKGCC Economic Forecasts 總商會經濟預測	2020	2021
Real GDP Growth 實質經濟增長	-6%	3.5%
Headline Inflation 整體通脹	0.3%	1.4%
Unemployment Rate (year-end) 失業率 (年底)	7%	4.8%
Retail Sales Growth 零售銷售增長	-24%	1.5%



# 總商會預測2021年 香港經濟回復增長



2021

總商會於12月17日發表2021年經濟預測，預料實質經濟增長3.5%，整體通脹率上升1.4%。

總商會總裁梁兆基表示：「香港經歷了艱難的2020年，我們預期全年經濟將收縮6%，但明年可望回復正增長，預料增幅為3.5%。」

總商會作出上述預測的前設是新冠病毒疫苗獲廣泛接種，有助控制疫情，從而令部分跨境活動得以放寬；另外，中美關係在拜登任內將趨向更可預測。

「在多項穩定因素和低基數效應下，我們預測2021年本港經濟將回復正增長。不過，我們需要保持耐性。」梁兆基續稱：「復蘇之路可能崎嶇不平，視乎疫苗接種計劃能否早日落實完成。我們希望政府能加快接種進度，以保障市民健康和促進經濟復蘇。」

面對訪港旅客大跌，加上家庭開支減少，香港在2020年下半年陷入通縮，但相信2020年整體通脹率仍為0.3%，並在2021年升至1.4%。鑒於經濟和旅遊活動持續停滯，總商會預計零售銷售額在2020年全年下跌24%，而在防疫限制措施放寬後，估計將在2021年回升1.5%。

梁兆基說：「失業率方面，由於『保就業計劃』於11月屆滿，更多職位——尤其是零售、旅遊及酒店等首當其衝的行業——正面臨被裁減的風險。因此，我們預料本港失業率將於本年底上升至7%，而隨著經濟逐步復蘇，失業率可望在2021年底回落至4.8%。」

# End of U.S. Agreement Taxes Shippers

## 美國終止協議 對航運業的稅務影響



Shipping companies should explore alternative tax-efficient options following the termination of the U.S.-Hong Kong agreement

美港協議終止後，航運公司應探索替代方案，維持稅務效益

**The maritime industry has played an important role in the Hong Kong economy for several decades. Hong Kong provides a business-friendly shipping tax regime that is similar to many other jurisdictions, and world-class port infrastructure. However, the industry in Hong Kong has been facing fierce competition from other nearby locations.**

Shipping groups based in Hong Kong (by way of their incorporation, management or control in Hong

Kong) with vessels travelling to or from the United States have been able to claim a reciprocal tax exemption in the U.S., assuming that the relevant requirements were satisfied. Together with the friendly shipping tax regime in Hong Kong, these shipping groups have been able to operate at a reasonably tax-efficient profile where, in most cases, the tax costs were relatively nominal for such cross-border international marine transportation.

On 19 August 2020, the U.S. Department of State officially notified Hong Kong of the termination of three bilateral agreements, one of which is the Agreement concerning Tax Exemption from the Income Derived from the International Operation of Ships (the Shipping Agreement) signed between Hong Kong and the U.S. in the 1980s. An announcement was made in late October 2020 by the U.S. Department of the Treasury and the Internal Revenue Service clarifying



that the termination will take effect on 1 January 2021, and will apply to taxable years beginning on or after that date. Industry players should carefully assess the potential impact and prepare for challenges in view of these developments.

The Shipping Agreement was the only bilateral tax-related agreement between Hong Kong and the U.S. It offered a reciprocal tax exemption on all income derived from the international operation of ships by residents of Hong Kong and the U.S., subject to fulfilment of certain conditions. The termination of the Shipping Agreement will potentially affect:

- a. Shipping companies incorporated or organized in the U.S. claiming reciprocal tax exemption in Hong Kong;
- b. Shipping companies incorporated in Hong Kong, or managed or controlled in Hong Kong, claiming reciprocal tax exemption in the U.S.; and
- c. Non-Hong Kong shipping companies formed in other countries with vessels travelling to or from the U.S., but relying on their ultimate ownership by Hong Kong residents to qualify for the U.S. reciprocal tax exemption (eg some private equity groups / investment funds with portfolio investments in shipping companies).

## Post-termination of the Shipping Agreement

### Impact on U.S. shipping companies

In addition to the 21% U.S. federal corporate income tax and applicable state tax, U.S. shipping companies will generally be subject to a 16.5% Hong Kong profits tax if they derive any "Relevant Sums" as defined under the Hong Kong Inland Revenue Ordinance (Section 23B) from worldwide shipping operations. Such a potential Hong Kong profits tax cost may become an additional tax cost to the U.S. companies after the termination of the Shipping Agreement. However, it may be possible for them to lodge a foreign tax credit claim under the U.S. federal income tax law.

In a nutshell, "Relevant Sums" include:

- a. carriage income where the carriage of goods and passengers are uplifted in Hong Kong, and
- b. charter hire income where the vessels are navigated either between the waters of Hong Kong and Pearl River Limits, or solely/ mainly within the waters of Hong Kong.

### Impact on Hong Kong shipping companies

Given the reciprocal tax exemption for U.S. tax purposes will no longer be applicable, any U.S.-sourced gross transportation income derived by Hong Kong shipping companies would generally be subject to a 4% U.S. federal income tax (without any

deduction). Income from the carriage of cargo that originates or ends in the U.S. is considered as 50% sourced in the U.S. Charter revenue is sourced based on how the ship is used by the lowest tier lessee. Incidental income would be taxed under the ordinary U.S. tax rules. State and local taxes are not necessarily based on the federal tax law and may vary by locations.

It is worth noting that, even following the termination of the Shipping Agreement, there could still be alternatives that would allow industry players to maintain their tax-efficient business operating model.

In particular, there are provisions under U.S. domestic tax regulations offering reciprocal tax exemption for companies in qualifying overseas jurisdictions. In simple terms, if the domestic law of an overseas jurisdiction does not tax income from international shipping derived by U.S. shipping companies, the U.S. could possibly give a reciprocal tax exemption to the residents of that overseas jurisdiction.

However, the present legislative context of the Hong Kong shipping tax regime (Section 23B) poses uncertainties on the practicality and eligibility of claiming a reciprocal tax exemption in the U.S. by Hong Kong shipping companies under U.S. domestic tax laws and regulations.

Due to the friendly shipping tax regime in Hong Kong, many foreign shipping groups have registered their ship-owning companies in Hong Kong. This type of shipping companies could possibly continue to enjoy a reciprocal exemption in the U.S. by relying on the

residence of their qualifying ultimate beneficial owner.

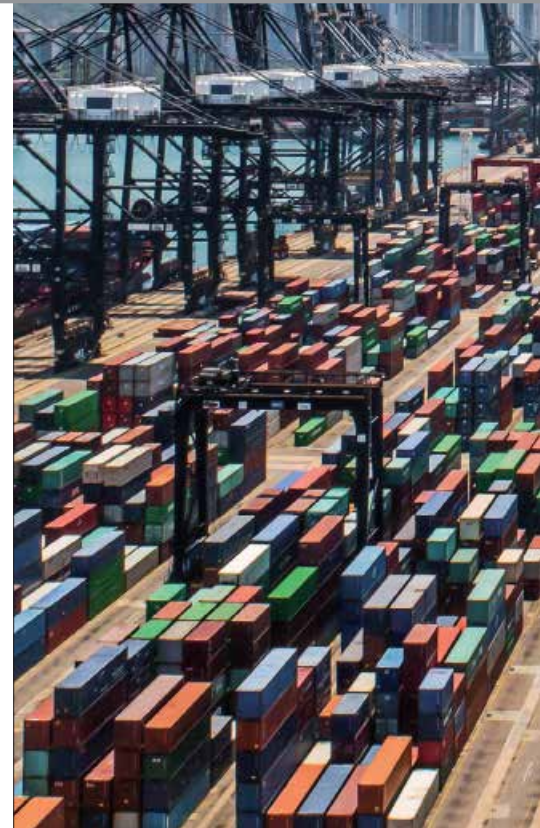
It should be noted that none of these initial thoughts on alternatives has been tested by Hong Kong shipping companies. Clarifications would be welcomed from the tax authorities as the tax environment evolves.

The developments in the Hong Kong and international tax landscapes over the past few years has also resulted in additional requirements to the long-standing preferential shipping tax regime (Section 23B). One of these is the substance requirements on the level of local operating costs incurred and number of full-time qualifying employees employed by Hong Kong shipping companies and foreign shipping companies.

Another consideration is whether international shipping business can be carved out from the scope of the proposed global minimum tax under Pillar Two of the BEPS 2.0 initiative, which is already under extensive discussion.

Shipping groups should react quickly to the various developments in the Hong Kong and international tax landscapes. Inevitably, the termination of the Shipping Agreement may increase tax costs for Hong Kong and U.S. shipping businesses, and put pressure on the global supply chain as well as business operating models.

It is essential that industry players assess the possible impact arising from the termination of the Shipping Agreement, and explore the possibility of any other alternatives to maintain their overall tax efficiency.



過去數十年，海運業一直在香港經濟扮演重要的角色。與其他海運業發展蓬勃的地方相似，香港提供良好的航運稅制及頂級的基建設施。然而，本地海運行業一直面臨鄰近地區的激烈競爭。

在香港註冊成立、管理或控制的航運公司旗下的船舶往來美國，在滿足相關要求的前提下，可在美國享有所得稅的對等豁免。由於香港利好的航運稅制，從事跨境國際海運的航運公司在大多數情況下的稅務成本都相對較低。

2020年8月19日，美國國務院正式通知香港，終止香港與美國簽署的三項雙邊協議。其中之一是香港與美國在1980年代簽署的《對得自船舶的國際營運入息給予雙重課稅寬免的協議》（航運協議）。美國財政部及稅務局於2020年10月下旬正式發出公告，通知該航運協議將於2021年1月1日起終止，且覆蓋終止日期或之後起的稅務年度。業界人士應仔細評估潛在的影響，並因應有關動向帶來的挑戰做好準備。航運協議是香港與美國之間唯一關於稅務的雙邊寬免協議。倘符合協議條件，



在互相對等的基礎上，對方居民或公司來自國際船舶營運的收入在當地可獲豁免徵收所得稅。取消航運協議將潛在影響：

- a. 在美國註冊成立或組織的航運公司在香港獲免徵利得稅的待遇；
- b. 在香港註冊成立、或在香港管理或控制的航運公司在美國獲免徵所得稅的待遇；以及
- c. 在其他國家成立而與美國有航運業務往來的非香港航運公司，因其最終擁有人是香港稅務居民而使得其航運收入有資格在美國獲免徵所得稅的待遇（例如投資於航運業務的私募基金或投資基金公司）。

## 航運協議終止

### 對美國航運公司的影響

除了需要繳納 21% 的美國聯邦企業所得稅和適用的州稅，倘美國航運公司因經營國際船舶業務而產生了《香港稅務條例》（第 23B 條）所定義的任何「有

關款項」，則須另繳 16.5% 的香港利得稅。這可能會成為美國公司於航運協議終止後的額外稅務成本，惟美國公司或可根據美國聯邦所得稅法在美國提出申請境外稅收抵免。

概括而言，「有關款項」包括：

- a. 在香港裝運貨物和旅客的有關運載收入，以及
- b. 在香港和珠江水域之間，或僅 / 主要在香港水域內航行的船隻的船租收入。

### 對香港航運公司的影響

由於對等豁免將不再適用，香港航運公司源自美國的航運總收入通常會被徵收 4% 的美國聯邦所得稅（不得扣除任何抵扣項）。在美國裝運貨物或在其他地方裝運而目的地是美國的運輸收入，將被視作 50% 源自美國。出租船舶收入的來源則根據最終承租人使用該船的模式而定。附帶收入將按照美國一般稅法徵稅。美國各州還有各自稅法，因地而異，未必與聯邦所得稅法一致。

值得注意的是，即使取消航運協議，仍有其他替代方案，使業界能夠保持低稅的業務運作模式。

尤其是，在合資格司法管轄區的航運公司仍可根據美國當地的稅務法規獲得對等豁免。簡言之，如果一個司法管轄區的當地法規不對美國航運公司的國際航運收入徵稅，則美國可能給予該區對等稅務豁免。

然而，當前香港的航運稅制（第 23B 條）能否符合美國當地稅務法規的要求，致使香港航運公司可在美國獲得對等稅務豁免，仍存在技術及操作上的不確定性。鑒於香港實行利好的航運稅制，許多海外航運公司都會來港註冊船舶公司。這類海外航運公司還可依靠其最終擁有者的稅務居民身份，繼續享有美國當地的對等稅務豁免。

畢竟，香港航運公司過去從未試過利用這些初步構想的替代方案在美國取得對等稅務豁免，我們歡迎稅務機關因應稅務環境的演變作進一步闡明。

隨著過去幾年香港及國際的稅務形勢發展，航運公司需要滿足新增的規定，方可引用香港的航運稅制（第 23B 條），其中增設了對香港和外國航運公司的商業實質要求，例如加入在港經營的成本及合資格全職僱員人數的要求。

另一個考慮是，國際航運業務能否從打擊侵蝕稅基及轉移利潤方案（BEPS 2.0）第二支柱所倡議的全球最低稅率標準的範圍中剔除，目前也在廣泛討論中。

航運集團宜因應香港及國際稅務形勢的發展迅速作出應變。無疑，終止航運協議或增加香港和美國航運公司的稅務成本，並對全球供應鏈和業務運營模式構成壓力。

業界必須評估取消航運協議可能產生的影響，並探討可行的替代方案，以維持整體稅務效益。

# Mark of Quality

## 優質保證

VDE's stringent testing and inspection process certifies that products around the world are safe and fit-for purpose, reports

**Yannas Chung**

VDE 恪守嚴謹檢測程序，認證世界各地的產品安全和品質標準

記者鍾曉欣

**“When technology was making huge progress back in the 1800s – a time of significant new inventions – people were also learning that new technologies could have risks, if things were not under control or up to standard,” said Andreas Loof, Director of Sales (Greater China) of VDE Global Services.**



In response to this need, the Verband der Elektrotechnik Elektronik Informationstechni (VDE) was launched in Germany in 1893, to standardize product testing and certification. Then in 1920, the VDE Testing and Certification Institute was established to certify electrical products and components to German, European and international standards.

“Ensuring the safety and quality of products in a sustainable way continues to be at the core of the VDE Testing and Certification Institute,” said Loof.

Today, the VDE mark is known around the world as a symbol of quality and safety in consumer products, electronics and power tools, and helps brands by giving them a competitive edge.

VDE Global Services, a wholly-owned subsidiary of the VDE Testing and Certification Institute, provides a full range of testing and certification procedures to its customers in Asia from its Hong Kong base.

### Testing process

VDE has three core functions: testing, inspection and certification. “Testing is typically done in laboratories, with one laboratory as the heart in Germany and the rest mostly in Mainland China,” Loof explained.

Testing has two key areas: chemical and physical elements. “We need to check if there are any harmful substances in the product or if you will feel itchy after you touch it,” he said. “Then the physical element is to check if the product works the way people want, like if it will easily bend or break when you use it.”

Inspection involves going to the factories to pick samples and to assess the production process, and also visiting transport hubs such as harbours to check the shipping. Once the testers are satisfied that products have fulfilled all the criteria, the products are certified with the valuable VDE mark.

It is not just the finished products that are tested. “We can start as early as the product design check,” Loof said. “We examine the design to see if there are risks with the new technologies, or start with pre-production and give feedback. This means we can help to redesign it at an early stage.”

There are a range of different standards used around the world, but VDE can also go beyond these requirements according to clients' needs.

"Complying with the international or national standards is always the minimum for the VDE mark," Loof said. "But some customers may have extra requirements that are above the legal standards. Therefore, it is not only about safety, but also about customer experience."

In fact, VDE, as a neutral authority, can also check the claims made by its clients' rivals, to ensure these competitors are not exaggerating the capabilities or quality of their products.

### Sharing knowledge

Besides its core roles in testing and certification, VDE is also active in sharing knowledge and encouraging young talent. To foster cooperation, VDE is part of an association of more than 100,000 honorary experts and members, and 1,500 member companies, from SMEs to global names like Bosch and Siemens.

"These companies offer profound knowledge and the discussions with experts bring huge influence," Loof said. "Sometimes these companies also seek advice from us. It is not one-way, but constant dialogue."

Besides its own 1,500 member companies, VDE also offers membership to students. This enables them to connect with businesses and go behind the scenes at big enterprises, and learn more about the career paths available.

"Not only do we share our knowledge with the young people, but we also learn from them how they see the world now and what it will be like in 10 years," Loof added. "They have grown up with these new technologies and

use them in a different way, which is also interesting for us."

The industry also offers careers outside the technical and engineering side, such as in marketing and business development. Young people also have new ideas about Smart Homes, mobility and the Internet of Things. "It's good to bring all those people together and build a community to exchange ideas," he said.

To help in information sharing, VDE – with the support of its members – also organizes seminars, participates in trade fairs, and publishes books and online information.



### Moving forward

The constant evolution of technology means the testing industry is also changing all the time. Loof gave the example of making coffee, which was once a simple process but can now be done with machines and apps to deliver a variety of different brews. This makes testing for safety all the more complex. He also noted how technology is becoming more embedded into our daily lives.

"When you look at the products in a Smart Home nowadays, it is no longer as simple as just having a bulb, putting it on the wall and switching it on," he said. Now, there are apps and devices involved in the process – all of which require testing for safety and quality.

To stay up-to-date with the developing technology, VDE's experts are involved in life-long learning.

"We train our people internally and externally to stay relevant, and work with our members to gain insights," Loof said. "We also encourage staff to go directly to the production line so that they can learn first-hand by seeing the real thing, and touch and smell the products."

The Covid-19 outbreak caused some interruptions for the company as it became more complicated to get samples from factories. But it has also seen a boom in business as people under lockdown or working from home have been investing in new technology and lifestyle products.

In Europe, for example, there has been a spike in enthusiasm for outdoor activities, Loof said. "Because people are not able to travel the way they did in the past, many of them have bought new bikes for the whole family."

Here in Asia, the rapid development of the Greater Bay Area is presenting "tremendous future opportunities" for VDE to expand further, with Hong Kong acting as the customer service hub. And with the rapid advance of technology showing no signs of slowdown, VDE will ensure that the devices that we use continue to be safe and high quality.

"Living in a fast-changing world, we see our role in developing ideals for the electrical and digital future happening here and now," Loof concluded. "At the end of the day, we are ensuring a future worth living."

Company : **VDE Global Services**

公司名稱 : **VDE環球服務**

HKGCC Membership No. 總商會會員編號 : HKV0179

Established 創辦年份 : 1893

Website 網站 : <http://www.vde.com>

「科技在 1800 年代長足發展，當時多項重大新發明面世，人們亦開始意識到缺乏規管或不合標準的嶄新技術或存在風險。」VDE 環球服務銷售總監（大中華）盧安德如是說。

為滿足市場需要，德國電氣電子及資訊技術協會（VDE）於 1893 年在德國成立，旨在統一產品測試和認證標準。1920 年，VDE 檢測認證中心正式成立，專門認證電器產品和部件是否符合德國、歐洲和國際的標準。

盧安德表示：「通過可持續方式確保產品的安全和品質，一直是 VDE 檢測認證中心的核心價值。」

現時，VDE 是國際公認的消費品、電子和電動工具的品質和安全保證，能為品牌帶來競爭優勢。

VDE 環球服務是 VDE 檢測認證中心的全資附屬公司，總部設於香港，為亞洲客戶提供全面的檢測及認證服務。

## 測試程序

VDE 的三大業務範疇包括測試、檢驗和認證。盧安德解釋：「測試一般在實驗室進行，而我們的總實驗室設於德國，其餘大多位於中國內地。」

測試分為化學和物理兩個主要範疇。「我們需要檢查產品是否含有任何有害物質，以及皮膚接觸產品後會否痕癢不適。」他續道：「物理測試則檢查產品是否符合家用所需，例如在使用過程中會否容易彎曲甚至損毀。」

檢驗過程涉及親赴工廠收集樣本和評估生產流程，以及視察港口等運輸中心檢查貨運程序。一旦測試員認可產品符合所有條件，有關產品將獲頒國際公認的 VDE 認證。

測試的對象並不限於製成品。盧安德指出：「早在產品設計階段，我們已可著手進行測試。我們會審視設計牽涉的新技術是否存在風險，又或從前期製作階段開始提供意見。這意味我



們可在初期協助客戶重新設計產品。」世界各地採用的標準不一，但 VDE 可因應客戶的需要提供專門服務。

「符合國際或國家標準是取得 VDE 認證的基本要求。不過，部分客戶或會提出高於法定標準的額外要求。因此，測試不僅是為確保產品安全，還得照顧客戶體驗。」

事實上，VDE 作為中立機構，也可為客戶核證競爭對手的商品說明是否屬實，確保對方並無對產品的功能或品質誇大其詞。

## 共享知識

除了從事檢測和認證的主要工作，VDE 亦積極分享知識和培育年輕人才。為加強合作，VDE 已加入坐擁超過 10 萬名榮譽專家和會員，以及 1,500 家會員公司的行業協會，會員包羅中小企以至國際品牌，如博世、西門子等。

盧安德說：「這些企業具備深厚的專業知識，與專家分享交流令我們獲益良多，有時這些公司也會向我們尋求

意見；因此，這並非單向的溝通，而是持續的對話。」

VDE 的會員除了涵蓋 1,500 家企業，還包括學生會員，讓同學與商界建立聯繫，了解大型企業的幕後運作，從而探索未來的就業出路。

「我們與青年分享知識的同時，亦可從中了解他們當前和十年後的世界觀。」盧安德補充：「他們自小接觸新科技，運用科技的方式亦有所不同，我們對此深感興趣。」

業界也提供技術和工程以外的事業發展機會，包括營銷和業務發展領域。此外，青年對智能家居、流動性和物聯網亦會有全新的理解。「匯聚不同背景的人才，共建一個集思廣益的平台，能夠帶來莫大裨益。」他說。

為促進資訊共享，VDE 亦在會員的支持下舉辦研討會、參與貿易展、出版書籍和發布網上資訊。

## 展望未來

科技不斷進步，意味檢測行業同樣持續發展。盧安德引用沖泡咖啡為例



子，說明以往的製作過程相對簡單，如今卻可運用機器和應用程式沖泡多款不同的咖啡，令安全測試更趨複雜。他也指出科技已日益融入人們的日常生活。

他解釋：「看看现在的智能家居產品，就會發現設計複雜精密，不再只是將燈泡安裝在牆上再開啟電源般簡單。」整個過程涉及各種應用程式和裝置，當中每個環節皆要通過安全和品質測試。

為緊貼科技發展，VDE的專家均不斷進修，實踐終身學習。盧安德說：「我們通過內部和外部培訓，確保員工與

時並進，並與會員交流見解。我們也鼓勵員工實地視察生產線，親身了解生產流程，同時利用觸覺和嗅覺來體驗產品。」

新冠病毒疫情爆發，令廠房採樣的過程變得複雜，導致該公司的運作受到若干程度的干擾。不過，疫情期間實施的封鎖措施和在家工作安排，促使人們增加對新科技和生活產品的投資，帶動了該公司的業務增長。

以歐洲為例，民眾都熱衷於戶外活動。盧安德指出：「由於無法如常外遊，不少市民已全家上下添置了新的單車。」

亞洲方面，大灣區飛速發展，配合香港作為客戶服務樞紐的角色，為VDE帶來「龐大的業務拓展機遇」。科技發展的步伐只會愈來愈快，VDE將繼續確保公司採用的設備安全優質。

盧安德總結道：「身處瞬息萬變的世界，我們的角色是為電子及數碼未來開發標準，確保邁向更美好的未來。」

## New Patent System 新專利制度

**Tailoring for Direct Patenting 為直接提交專利申請度身訂造**

**Effective from 19 Dec 2019, the new patent system in Hong Kong  
自2019年12月19日起生效的香港新專利制度**

- offers a direct filing route for seeking standard patent protection in Hong Kong
- refines the pre-existing short-term patent system to enhance its integrity
- prohibits use of misleading or confusing titles or descriptions relating to patent practice
- 為在香港尋求標準專利保護而提供一條直接提交申請的途徑
- 優化既有的短期專利制度以增強其公信力
- 禁止使用與專利從業有關並具混淆性或誤導性的名銜或描述

For details, please visit  
詳情請瀏覽網址



[ipd.gov.hk](http://ipd.gov.hk)

# Sanitizing Solutions

## 消毒防護方案

Founded in 2019, Aqua Plus Co Ltd could hardly have guessed how timely its launch would become in the next year. The company specializes in the development of products to combat the spread of viruses and bacteria.

The company's flagship product, the AQUA PRO+TECH sanitizing spray, uses state-of-the-art technology from Japan to create a multi-functional, colourless, odourless and irritant-free disinfectant. This patented spray has passed a series of international tests and is effective in killing 99.99% of bacteria and viruses, including particles from the new coronavirus.

What makes Aqua Plus stand out is that it places a heavy emphasis on providing environmentally conscious products. Unlike many sanitizing products on the market, the AQUA PRO+TECH spray does not contain alcohol or harsh chemicals, so is safe for use around children and people with allergies. Consumers face a lot of choice in this market, which can create confusion.

"The general public may not be able to recognize the difference between the products and usage scenarios," said Aqua Plus Co-Founder Zacharias Cheng. "We believe that products based on scientific



principles and professional laboratory approvals are the most attractive to users in the long run."

As the company and its products are quite new to the market in Hong Kong, Aqua Plus decided to join the Chamber to further grow its presence and build relationships through the extensive HKGCC network. "The Chamber's overseas network also helps us to expand our overseas markets," said Cheng.

Since the outbreak of the Covid-19 pandemic, Aqua Plus has continued to experiment and research methods to combat the virus. A new product is an intelligent disinfection station that

can disinfect a participant's clothes from head to toe. For organizations, this provides a one-stop solution to enable them to maintain service during the outbreak.

This technology was quickly put to use following an outbreak of the epidemic in Tsz Wan Shan Market in July. The owners of the market immediately contacted Aqua Plus to install a disinfection station at the entrance of the market following its reopening.

"We were very pleased that no customers were infected with the disease in the market after the application of various disease prevention measures," said Cheng.

加保有限公司創辦於 2019 年，萬料不到公司的成立在翌年來得正合時宜。該公司專門開發產品，防止病毒和細菌散播。

AQUA PRO+TECH 消毒滅菌噴霧是加保的主打產品，採用日本的嶄新技術，製成一種多功能、無色、無味和不含刺激成分的消毒劑。這款噴霧已取得專利，並通過了一系列的國際測試，可有效消滅 99.99% 的細菌和病毒，包括新型冠狀病毒顆粒。

加保之所以能夠脫穎而出，全因公司著重提供環保產品。有別於市面上眾多的消毒產品，AQUA PRO+TECH 噴霧不含酒精或刺激性化學物質，兒童和敏感肌膚人士均可安心使用。坊間的產品多不勝數，或會令消費者眼花撩亂，難以選擇。

加保聯合創辦人鄭凱謙表示：「普羅大眾未必能分辨不同產品及其用法的差異。我們相信，長遠而言，根據科學原理研發並取得專業實驗室認證的產品，最能獲得用家的青睞。」

有見香港市場對公司及其產品所知不多，加保決定加入總商會，藉著本會的廣大商業網絡，進一步拓展業務和建立聯繫。鄭凱謙說：「總商會的國際網絡亦有助我們拓展海外市場。」

自 2019 冠狀病毒疫情爆發以來，加保不斷試驗和研發各種對抗病毒的方法。公司最新推出的智能消毒站，能夠徹底消毒使用者的全身衣物。這款產品為企業機構提供一站式方案，讓他們得以在疫情期間維持服務。

這項技術在去年 7 月慈雲山街市爆發疫情後迅速派上用場。該街市重開後，負責人隨即聯絡加保，在街市入口設置消毒站。

鄭凱謙說：「我們慶幸在採用各項疾病預防措施後，該街市再沒有顧客染疫。」

Company : Aqua Plus Co Ltd

公司名稱：加保有限公司

HKGCC Membership No. 總商會會員編號：HKA0929

Established 創辦年份：2019

Website 網站：http://aquaprotech.com.hk/en/aqua-pro-tech-home-en/

# The Path to Sustainable Energy

## 邁向可持續能源之路



**CLPe Solutions, a subsidiary of CLP Holdings, started out as an engineering contractor when it was launched in 1985. Since then, it has evolved into a partner for businesses in sustainable energy and smart city development, with the vision to “empower the development of a more sustainable city in Hong Kong and beyond,” said Managing Director Alex Keisser.**

CLPe Solutions’ services now span beyond electrical and mechanical solutions to include energy management, and distributed and renewable energy solutions, just to name a few. This is in line with the company’s efforts to combat climate change, which has become one of the greatest challenges of our time.

As companies increasingly seek ways to incorporate sustainability into their operations, energy efficiency and conservation have risen to the top of their concerns. This in turn, has presented many opportunities for CLPe

Solutions to come up with technological innovations to help their clients tackle the challenges of global warming.

“We aim to address the need for energy transition in a changing world to battle against climate change,” said Keisser.

In practice, this means the company offers a range of smart solutions that

use technologies such as AI and IoT to save energy – including the Smart Sensing Automation Solution, and Heating, Ventilation and Air-Conditioning Analytics.

Looking forward, CLPe Solutions aims to collaborate with different partners to deliver more smart energy and infrastructure solutions to customers, to help them adapt to the growing demand for sustainable power. All businesses in Hong Kong will have to take action so the city can meet its emissions reduction targets, and HKGCC’s network enables members to share their experience on this journey.

“The Chamber is well recognised in the business community and it has a diverse membership with members coming from different sectors,” said Keisser. “It is a perfect platform for us to interact and exchange ideas with commercial and industrial enterprises about smart energy and sustainability.”

中電源動是中電控股的附屬公司，在 1985 年成立時為一家工程項目承辦商，其後逐步發展為企業的可持續能源和智慧城市發展夥伴。中電源動總裁紀安立表示，公司的願景是「致力令香港及其他地區成為更可持續發展的城市」。

目前，中電源動除了提供機電工程方案，還包括能源管理、分佈式及可再生能源方案等。這與該公司應對氣候變化的目標一致，而氣候問題已成為當今最嚴峻的挑戰之一。

隨著商界積極尋求可持續的營運方式，能源效益及節約能源日漸受到企業重視。這個趨勢為中電源動帶來龐大機遇，通過技術創新協助客戶應對全球暖化的挑戰。

紀安立說：「我們的目標是緊貼世界轉變的步伐，滿足能源轉型的需求，為應對氣候變化出一分力。」

在實踐層面上，該公司提供一系列利用人工智能和物聯網等技術節約能源的智能方案，包括智能感應及自動化方案，以及供暖、通風及空調系統分析及優化方案等。

展望未來，中電源動計劃與各方合作，為客戶提供更多智慧能源及基建方案，協助滿足市場對可持續能源不斷增加的需求。所有香港企業都要切實行動，使香港達致減排目標，而總商會的網絡可讓會員分享推行環保工作的經驗。

紀安立解釋：「總商會在商界廣受肯定，會員來自各行各業，能夠為我們提供一個良好的平台，與工商企業就智慧能源和可持續發展互相交流，集思廣益。」

Company : **CLPe Solutions Ltd**  
公司名稱：中電源動有限公司  
HKGCC Membership No. 總商會會員編號：HKC1326  
Established 創辦年份：1985  
Website 網站：<http://www.clpesolutions.com>



## Key Messages of the Fifth Plenary Session 五中全會重要訊息

To better understand the key messages of the Fifth Plenary Session, which took place in Beijing at the end of October, the Chamber invited three renowned experts to share their thoughts with members at a webinar on 24 November. The speakers looked at the latest developments from the policy, economic and political perspectives.

Joe Fang, Research Director at the One Country Two Systems Research Institute, said information, transport and energy networks would be the major focuses of China's infrastructure development.

Tse Kwok Leung, Policy and Economic Adviser at Bank of China (Hong Kong), emphasized that the "dual circulation" strategy would be the major driver for China's future economic growth. This strategy would also help the nation deal with the economic impact of the U.S.-China trade dispute and the Covid-19 pandemic.

Regarding the possibility of social and economic instability, Johnny Lau Yui-siu, a well-known political commentator and China affairs analyst, said he believed that the Central Government had formulated strategies to cope with any such challenges that may arise.

為深入了解 10 月底於北京舉行的五中全會所傳達的重要訊息，總商會邀得三位專家出席 11 月 24 日的網上研討會，從政策、經濟和政治角度分析內地的最新發展，並與會員分享灼見。

一國兩制研究中心研究總監方舟指出，訊息、交通和能源網絡將成為中國基建發展的重點。中國銀行（香港）經濟及政策研究顧問謝國樑強調，「雙循環」戰略將成為中國未來經濟增長的主要動力，亦有助紓緩美中貿易爭端和冠狀病毒疫情帶來的經濟影響。

就社會和經濟可能動盪不穩，著名時事評論員及中國政治專家劉銳紹相信中央政府已制定策略，應對任何可能出現的挑戰。

The Beijing-Hong Kong Economic Cooperation Symposium is an important annual event to promote mutual investment between the two cities. One of the events at this year's symposium was the "Invest Chaoyang" webinar on 24 November, organized by the government of this large district in Beijing. During the seminar, Chaoyang officials introduced the district's latest investment policies, business environment and investment projects. HKGCC was one of the supporting organizations of the event.

「北京·香港經濟合作研討會」是促進京港兩地相互投資的年度重要活動。大會今年舉辦的其中一項活動，是由北京市朝陽區政府於 11 月 24 日主辦的「投資朝陽雲推介活動」網上研討會。會上，朝陽區官員介紹區內最新的產業政策、營商環境和投資項目。總商會為是次活動的支持機構之一。

This year has seen a number of significant milestones in cross-border personal taxation, including the first year of applying for the new individual income tax financial subsidy for workers in the Greater Bay Area, and the complex tax and deployment issues arising from remote working and travel disruption. Louis Lam, China South Leader at PwC Global Mobility Services, and a number of his colleagues shared their recommendations on managing these challenges at a webinar on 26 November. In particular, they discussed how unplanned travels, extension of stays and remote working due to the outbreak of Covid-19 have disrupted the tax administration of frequent travellers and people stationed overseas. These disruptions have created issues for companies and individuals regarding tax residence status and unexpected double taxation. They have also driven a push for change in company policies relating to benefits and tax equalization, to help businesses retain talent and remain competitive.



2020 年，中國在跨境個人稅務發展方面創下了多個里程碑，包括今年首度讓在大灣區工作的納稅人申請個人所得稅財政補貼，另在因遙距工作和旅遊中斷而產生的複雜稅收和調配問題方面亦取得重要進展。羅兵咸永道全球派遣服務中國南部主管林燦榮聯同其同事出席 11 月 26 日的網上研討會，分享應對上述挑戰的策略，並重點討論因冠狀病毒疫情而導致的非計劃出差、延期逗留和遙距工作如何擾亂企業對經常出差員工和駐外員工的稅務管理，如稅收居民身份判定，以及無法預計的雙重徵稅問題。這些問題亦促使企業修訂有關福利和稅負平衡的政策，以助留住人才，保持競爭力。

## GBA Regulatory Framework 大灣區規管框架



As new business opportunities continue to emerge in the 11 cities in the Greater Bay Area (GBA), a transparent and comprehensive regulatory framework is needed to attract more talent and investment to the region. A panel of experts shared their insights on the current GBA regulatory framework at a webinar on 3 December, covering topics including corporate set-up, taxation, cross-border employment issues, resolution of commercial disputes, and asset management. The speakers were Victor Yang, Managing Partner at Yang Chan & Jamison LLP; Winnie Chiu and Valarie Fung, both Partners at the same firm; Peter Chen, Partner, International Tax Services, and Ellen Tong, Director, Global Employer Services, from Deloitte China; and Stephanie Bai, Senior Associate, Shanghai Qin Li Law Firm (Guangzhou office).

隨著大灣區 11 個城市的商機不斷湧現，區內需要一個透明和全面的規管框架來吸引更多人才和投資。多位專家出席總商會 12 月 3 日的網上研討會，分享他們對大灣區現行規管架構的見解，並討論成立公司、稅務、跨境工作、商務糾紛及資產管理等議題。講者包括來自勤信律師事務所主管合夥人楊岳明、兩位合夥人趙穎雅和馮穎賢、德勤中國國際稅收服務合夥人程廣、僱主人力資源全球服務總監湯愛倫，以及上海勤理（廣州）律師事務所高級律師白雪。



What path will Mainland China's economy take in 2021? The 14th Five-Year Plan, released in November, and the "dual circulation" strategy proposed by President Xi Jinping earlier in 2020, provide some idea of the nation's likely economic development in the next few years. To explore these concepts more deeply, Dr Le Xia, Chief Economist and Head of Research at the Digital Economic Research Centre of Ping An Technology, shared his views and insights at a webinar on 9 December.

2021 年中國內地經濟將往哪個方向走？11 月出台的「十四五」計劃和國家主席習近平於 2020 年初提出的「雙循環」戰略，可助我們了解國家未來數年的經濟發展路向。平安數字經濟研究中心研究總監兼首席經濟學家夏樂博士出席 12 月 9 日的網上研討會，就上述議題分享個人看法和見解。

Benjamin Mok, Deputy Commissioner for the Development of the Guangdong-Hong Kong-Macao Greater Bay Area, joined the Chamber's GBA Working Group meeting on 14 December. He briefed members on the many measures relating to the GBA that were included in the recent Policy Address, and discussed how businesses can work together to promote the GBA development and benefit from the initiative. The Office of the Guangdong-Hong Kong-Macao Greater Bay Area Development Office was established on 23 November under the Constitutional and Mainland Affairs Bureau.

粵港澳大灣區發展副專員莫君虞於 12 月 14 日出席總商會大灣區工作小組會議，講解新一份《施政報告》有關大灣區的多項措施，並討論企業應如何合力促進大灣區發展，從中受益。政制及內地事務局於 11 月 23 日成立粵港澳大灣區發展辦公室。

# China's Outlook in 2021 and Beyond

## 中國經濟 2021 年及未來展望

Increasing domestic demand and more sustainable development are likely to be key drivers of nation's growth in the near future

增加內需和邁向可持續發展或會成為短期內驅動中國增長的主要方向

**In the background to any discussion about China's 2021 prospects is the ongoing global pandemic. As Dr Le Xia noted at a webinar on 9 December, Covid-19 is still ravaging many places around the world, including the United States and Europe.**

Xia, Chief Economist at Ping An Digital Economic Research Centre, was speaking about the outlook for the Chinese economy and the country's 14<sup>th</sup> Five Year Plan,

which will begin in 2021. On a more positive note on the global situation, the production capacity of vaccines now in development mean that the pandemic could be under control in many countries by the end of 2021.

"Global growth in 2020 was negative 5 to 6%, which was not as bad as had been expected," Xia added.

This was partly due to strong exports, driven by demand for

commodities and a faster recovery in manufacturing.

"On the supply side, you can depend on the machinery and you can protect workers. But on the demand side, in the services sectors, there is more person-to-person contact, so more risk."

In fact, in China, exports recovered even better than expected, surging in the latter part of 2020.

"This is very interesting, and I

think related to the huge demand for medical equipment outside of China," Xia said. "Also, other manufacturing countries have had more interruptions to their supply chains, as workers have not been able to return to work."

China has also been helped by the trend of East Asian countries dealing with the Covid situation relatively well. "In 2020, China will be the only country that will register a positive growth, among major economies. Next year, we expect China will lead this global recovery."

On the policy side, central banks around the world have been supporting their economies through a range of easing measures. However, China's expansion has been less marked than other economies, particularly the United States, where the Fed balance sheet is approaching US\$ 10 trillion.

Moving on to the 14<sup>th</sup> Five Year Plan, Xia noted that the full details would not be available until March. But discussions at the Fifth Plenary Session in October suggest that key priorities will include increasing domestic demand, stabilizing the supply chain, and improving the quality of urbanization.

"Domestic demand has been the top of the agenda for some time," Xia said. "But due to political factors – even without Covid – the authorities have realised they face more challenges externally, as the United States and other countries are encouraging companies to move their supply chains out."

The key aim of the 13<sup>th</sup> Five Year Plan to achieve a moderately prosperous society has largely been achieved, but it seems that this is just a starting point. The

14<sup>th</sup> Plan cover similar areas, including more opening up, social development and government efficiency, but are more ambitious and with a longer timeframe.

It is not clear if the Chinese authorities will forecast a growth rate for the next five years, but Xia expects 5% to 6% growth to be achievable.

for China is positive as the world recovers from the pandemic. The country's rapid return to production after getting Covid under control highlighted the efficiency of its supply chain. However, in the longer term, there is the trend of anti-globalization.

"China is now the centre of manufacturing in the world, but in

**"In 2020, China will be the only country that will register a positive growth, among major economies. Next year, we expect China will lead this global recovery."**



However, as the U.S. has closed its doors to Chinese investment, this puts added pressure on the need to support domestic industry and ensure their supply chain is still at the forefront of technology.

To further analyse what path the country might take, Ping An has looked beyond official announcements and data. In August, President Xi Jinping invited nine experts to discuss development issues. Although the details were not made public, research using Natural Language Processing of these experts' work suggested that important topics will be finance, innovation, digital, employment, population and urbanization.

In the short term, the outlook

future they will face pressure from supply chain relocation," Xia said, so the China Plus One strategy is likely to gain ground.

Promoting ESG (environmental, social and governance) and green growth are gathering steam. President Xi Jinping recently said that the nation was working towards being carbon neutral by 2060, which means there will likely be more policies in the near future. The issue of environmental protection is also garnering interest among the nation's young people.

This will provide more opportunities for investors in the green industries, and for the financial sector in green finance products.

探討中國在 2021 年的前景時，必須考慮到全球持續未退的疫情。正如夏樂博士在 12 月 9 日的網上研討會指出，2019 冠狀病毒病仍然肆虐世界各地，包括美國和歐洲。

會上，平安數字經濟研究中心首席經濟學家夏樂博士探討了中國經濟前景，以及將於 2021 年開展的國家「十四五」規劃。從積極的角度看全球形勢，疫苗生產能力正在提高，意味多國疫情可能在 2021 年底前受控。

夏博士補充：「2020 年的全球增長為負 5% 至 6%，情況不如預期嚴重。」

其部分原因是商品需求殷切，加上製造業復蘇較快，帶動出口表現強勁。

「在供應方面，運用機器可保障工人健康。但在需求方面，服務業涉及較多親身接觸，因此風險較高。」

實際上，中國的出口復蘇步伐甚至較預期為佳，在 2020 年下半年激增。

他解釋：「這個現象相當有趣，我認為這與海外市場對醫療設備的龐大需求有關。此外，其他生產國的工人未能復工，令供應鏈受到更嚴重的干擾。」

東亞國家處理疫情得當，亦為中國提供助力。「2020 年，中國將成為唯一錄得正增長的主要經濟體。我們預期中國將在明年引領全球經濟復蘇。」

政策方面，各國央行通過推行一系列寬鬆措施支持經濟。不過，中國經濟的擴張幅度顯然不及其他經濟體，尤其是美國——聯儲局資產負債表的規模已逼近 10 萬億美元。

至於「十四五」規劃，夏博士指出有關詳情將於 3 月公布。根據在 10 月召開的五中全會討論內容，首要任務將包括增加內需、穩定供應鏈，以及提升城鎮化質量。

「提振內需作為經濟工作主軸已有一段時間。然而即使在疫情爆發前，基於政治原因，美國和其他國家已鼓勵企業把供應鏈遷出中國，令當局意識到外來挑戰不斷增加。」

「十三五」規劃中建設小康社會的主要目標已大致達成，但這似乎只是起

## 「2020 年，中國將成為唯一錄得正增長的主要經濟體。我們預期中國將在明年引領全球經濟復蘇。」



論細節未有公開，但通過自然語言處理技術分析這些專家的評論，可以推測會議重點涵蓋金融、創新、數碼化、就業、人口及城鎮化。

短期而言，隨著全球各地從疫情恢復過來，中國的發展前景樂觀。國家在疫情受控後迅速復工復產，凸顯其供應鏈的高效運作。但長遠而言，反全球化的趨勢值得關注。

「中國目前是全球製造中心，但未來將面臨供應鏈轉移的壓力。」夏博士表示，「中國加一」策略可能會日漸興起。

促進環境、社會及管治發展和綠色增長已成為大勢所趨。習主席最近表示，國家正致力在 2060 年前實現碳中和，意味短期內將推出更多相關政策。環保議題亦已引起國內青年的關注。

這將為環保產業的投資者和從事綠色金融產品的金融機構帶來更多機遇。

點。「十四五」規劃涵蓋的範疇相近，包括進一步開放市場、推動社會發展和提升政府效率，不過目標更進取而長遠。

目前仍未清楚中國當局會否就未來五年的經濟增長作出預測，但夏博士預期增幅可達 5% 至 6%。

不過，美國拒絕來自中國的投資，令中國更迫切需要支持國內產業，並確保供應鏈處於技術前沿。

為深入分析國家可能採取的發展方針，平安研究了官方公告和數據以外的資料。在 8 月，國家主席習近平邀請了九位專家探討發展議題。儘管討



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An aerial photograph of a busy port at night, showing stacks of colorful shipping containers and several large gantry cranes. Overlaid on the image are several circular icons: an airplane, a cloud, a truck, a house, a forklift, and a Wi-Fi signal, representing various trade and logistics services.

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## Americas Committee 美洲委員會

### Exploring Hong Kong-Mexico Business 開拓香港與墨西哥業務

Mexico's GDP amounted to US\$1.2 trillion last year, making it the second largest economy in Latin America and the 15<sup>th</sup> largest in the world, said Susana Munoz Enriquez, President of the Mexican Chamber of Commerce in Hong Kong, speaking at the Americas Committee meeting on 19 November. Foreign trade constitutes a substantial share of the country's economy, and Mexican trade ranks 12<sup>th</sup> globally in both exports and imports, with a total merchandise trade value of US\$916 billion in 2019, she added. In the past few years, Chinese investment in Mexico has grown. Currently over 1,000 Mainland China companies and more than 200 Hong Kong companies have investments in the country.

香港墨西哥商會會長 Susana Munoz Enriquez 於美洲委員會 11 月 19 日的會議上表示，墨西哥去年的國內生產總值達到 1.2 萬億美元，成為拉丁美洲第二大經濟體，並在全球排名第 15 位。她又稱，對外貿易佔墨西哥經濟的比重甚高，而該國的進口和出口皆位列全球第 12 名，2019 年商品貿易總額達到 9,160 億美元。中國對墨西哥的投資在過去數年有所增長。目前，逾 1,000 家中國內地企業和超過 200 家香港企業已在當地開展投資活動。

## Asia & Africa Committee 亞洲及非洲委員會

### Meeting with Royal Thai Consul General 與泰國總領事會面

Tull Traisorat, Consul General of the Royal Thai Consulate General in Hong Kong, called on Chamber CEO George Leung on 9 December to exchange views on enhancing cooperation between Thailand and Hong Kong. He was accompanied by Deputy Consul General Sorayod Kumbunlue and Therdkhwan Paewsawan, Officer at the Business Information Centre.

Consul General Traisorat said the Thai government had been in talks with the Hong Kong Government to enhance cooperation in six key areas: financial services, creative industries, trade and investment, manufacturing relocation, human resources, and science and technology. He said the Thai government placed a lot of importance on the country's participation in regional cooperative initiatives, including ASEAN, the Greater Bay Area and the Belt and Road Initiative.

He also introduced the Eastern Economy Corridor (EEC), a strategic development initiative that aims to connect Thailand's Eastern provinces of Rayong, Chonburi and Chachoengsao with Mainland China and the rest of Southeast Asia. Building new infrastructure on this route will act as a channel to improve interconnectivity across the region. The EEC Office of Thailand, chaired by Prime Minister General Prayut Chan-o-cha, is a one-stop-shop for investors and simplifies business procedures significantly. Up to 13 years of tax exemptions for corporate tax and personal income tax are available to encourage businesses to set up there.

Consul General Traisorat and Leung discussed working more closely with chambers and trade associations in Thailand and Hong Kong to build connections for businesses in both regions.



泰國駐香港總領事 Tull Traisorat 於 12 月 9 日到訪，與總商會總裁梁兆基會面，雙方就如何加強泰國與香港合作交流意見。副總領事 Sorayod Kumbunlue 和商業信息中心主任 Therdkhwan Paewsawan 亦有隨行。

總領事 Traisorat 表示，泰國政府一直與香港政府商談加強兩地在金融服務、創意產業、貿易投資、生產地轉移、人力資源和科學技術這六大領域的合作。他指出，泰國政府非常重視國家參與區域合作倡議，包括東盟、大灣區和「一帶一路」倡議。

此外，他介紹了「東部經濟走廊」這一國家戰略發展倡議，旨在連接泰國東部三府——羅勇、春武里和北柳，貫通中國內地和其他東南亞國家，而沿線開發的新基礎設施也將促進區內各地的互聯互通。由泰國總理巴育領導的泰國東部經濟走廊辦公室為投資者提供一站式服務，大大精簡了各項商業程序。該國就企業和個人所得稅提供長達 13 年的免稅期，以鼓勵企業在當地開設業務。

總領事 Traisorat 與本會總裁梁兆基商討如何透過加強泰港商會和貿易協會之間的合作，為兩地企業建立業務聯繫。

## Investment Opportunities in the Philippines 菲律賓投資機遇



Ceferino S Rodolfo, Undersecretary, Industry Development and Trade Policy Group (IDTPG), Department of Trade and Industry of the Philippines, joined a virtual meeting with Chamber CEO George Leung, Asia & Africa Committee Chairman Nigel Collett, and committee members on 2 December to discuss the investment landscape of the Philippines and how the two economies can work together.

Rodolfo said that the Philippines was actively seeking foreign investment, especially in the manufacturing and technology sectors. The country's government will soon sign a new tax law to lower corporate taxes from 30% to 25% for big corporations and 20% for SMEs. It will also expand its income tax holiday from the current four years to seven years, and provide tax deductions for a further 10 years in specific areas such as R&D and staff training.

Rodolfo also said that the recent signing of the Regional Comprehensive Economic partnership (RCEP), which includes the Philippines, would enhance economic collaboration in the region. He said although Hong Kong was not part of the agreement as an individual entity, it could play an important role as a gateway to connect countries in the region to the Greater China market, and added that the Philippines supports Hong Kong's proposal to join RCEP.

菲律賓貿易及工業部產業發展及貿易政策組副部長 Ceferino S Rodolfo 出席 12 月 2 日的網上會議，與總商會總裁梁兆基、亞洲及非洲委員會主席 Nigel Collett 及委員會會員討論菲律賓的投資環境，以及兩地如何加強經濟合作。

Rodolfo 表示，菲律賓一直積極尋求外來投資，特別是製造和科技領域。菲國政府即將簽署新稅法，把大型企業的所得稅率從 30% 下調至 25%，並把中小企業的所得稅率下調至 20%，而所得稅免稅期也將由現時的四年延長至七年，並向研發和員工培訓等特定領域再提供十年的稅收減免。

Rodolfo 指出，菲律賓最近簽訂的《區域全面經濟夥伴協定》將加強區內經濟協作。他表示，儘管香港沒有以個別實體的身份參與該協定，但可充當區內國家進出大中華市場的重要門戶。他又補充，菲律賓支持香港加入該協定。

## COMMITTEE CHAIRMEN 委員會主席



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



Asia & Africa Committee  
亞洲及非洲委員會  
Lt Col Nigel Anthony Collett



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



HKCSI – Executive Committee  
香港服務業聯盟 — 執行委員會  
Ms Veronica Lockyer  
駱凱燕女士



Digital, Information & Telecommunications Committee  
數碼、資訊及電訊委員會  
Ms Jennifer Yuen Chun Tan  
陳婉真女士



Economic Policy Committee  
經濟政策委員會  
Mr John Anthony Miller  
苗學禮先生



Environment & Sustainability Committee  
環境及可持續發展委員會  
Mr Mike Kilburn  
吳敏先生



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



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



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



Chamber CEO George Leung participated in the 25<sup>th</sup> anniversary event of the Hong Kong Business Ethics Development Centre (BEDC) on 19 November. Part of the Independent Council Against Corruption, BEDC works to educate and inform the business community on professional ethics, to help Hong Kong maintain its edge as a world-class city for doing business.

總商會總裁梁兆基於 11 月 19 日出席香港商業道德發展中心（中心）25 周年活動。中心作為廉政公署轄下的機構，致力為商界提供專業道德培訓和資訊，協助香港維持世界級商業之都的優勢。

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

Jonathan Drew, Vice President of the Hong Kong Green Finance Association, provided an overview of green finance policies in Hong Kong and the Mainland at a seminar on 17 November. He also spoke on the latest market trends with green bonds. His fellow panellists included Robert Barker, Chief Sustainable Business Officer at BNP Paribas, who spoke on the role of the banking sector in green finance, and Calvin Kwan, Head of Sustainability at Link Asset Management, who introduced his company's approach to green and social investing.

香港綠色金融協會副總裁朱雋賢出席 11 月 17 日的研討會，概述香港和內地的綠色金融政策，並講解綠色債券市場的最新趨勢。會上，法國巴黎銀行首席可持續發展官 Robert Barker 討論銀行業在綠色金融的角色，而領展資產管理有限公司可持續發展主管關凱臨則介紹了其公司的綠色和社會投資策略。



Secretary for the Environment Wong Kam-sing joined a virtual committee meeting on 7 December, and spoke on the current status of the Municipal Solid Waste charging bill. He also elaborated on the various environment-related measures proposed by the Chief Executive in her latest Policy Address.

環境局局長黃錦星出席 12 月 7 日的網上委員會會議，介紹《都市固體廢物收費條例草案》的現況，並闡釋行政長官於最新一份《施政報告》提出的各項環境相關措施。

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



Charles Lee, Founder and CEO of Newtech Group and OneAsia Network, spoke at a webinar on 23 November on the evolution of data centres and their importance to Hong Kong's digital economy. He was joined by Peter Yeung and Crystal Leung from the Hong Kong Science and Technology Parks Corporation, who discussed Hong Kong's road map for re-industrialization and its development as a leading data centre hub. They also explained their organization's role in creating a domestic ecosystem that is conducive to the development of innovation and technology.

創建集團及亞洲脈絡創辦人兼行政總裁李松德出席 11 月 23 日的網上研討會，講解數據中心的發展及其對香港數碼經濟的重要性。同場的香港科技園公司代表楊天寵和 Crystal Leung 討論了香港再工業化的路向，以及本港作為領先數據中心的發展，還講解了科技園如何創建有利於創科發展的本地生態系統。

Tim Lee, Founder and CEO of QFPay, and Frankie Ng, Hong Kong & Taiwan Lead at Shopify, spoke at a webinar on 9 December on the e-commerce and digital payments trends in Hong Kong in the post-Covid 19 landscape and beyond. In addition to sharing their insights on how online tools and platforms, coupled with creative strategies, have driven the growth of successful businesses, the speakers also shared tips on ways companies could stand out in the increasingly competitive e-commerce space.

在 12 月 9 日的網上研討會，錢方好近創辦人兼行政總裁李英豪及 Shopify 香港及台灣區主管 Frankie Ng 剖析香港的電子商務及數碼支付行業在疫後和未來的發展趨勢。兩位講者除了就網上工具和平台如何結合創意策略來促進成功企業的業務發展分享見解，還分析了企業在競爭日趨激烈的電子商務領域脫穎而出的技巧。



## 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 Leland Sun  
孫立勳先生



**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 Norman Yeung  
楊敏健先生



**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 Nikki Ng  
黃敏華女士



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

## Europe Committee 歐洲委員會

### Meeting with Head of E.U. Office 與歐盟辦事處主任會面



Thomas Gnocchi, recently appointed Head of Office of the European Union Office to Hong Kong and Macao, discussed the E.U.'s external trade relations and multilateral partnerships with China, the United States, the United Kingdom, and African and Asia-Pacific countries at the Europe Committee's meeting on 24 November. In addition to sharing the E.U.'s latest trade policies and discussing the impact of Covid-19, he also said that the E.U. would push forward a renewed trade policy for a stronger Europe in the world in early 2021, as part of the bloc's post-Covid-19 recovery.

最近履新的歐盟駐港辦事處主任高宇馳出席 11 月 24 日的歐洲委員會會議，討論歐盟與中國、美國、英國及非洲和亞太國家的對外貿易和多邊合作關係。除了分享歐盟最新的貿易政策和探討新冠病毒疫情的影響，他亦表示歐盟將在 2021 年初推出經修訂的貿易政策，旨在加強歐洲的全球角色，為歐盟在疫後的復蘇鋪路。

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

Bruno Lee and Sally Wong, respectively immediate past Chairman and CEO of the Hong Kong Investment Funds Association (HKIFA), shared their views on the current status of Hong Kong's asset management industry and the outlook for the future at a webinar on 2 December. They also shared some of the HKIFA's recommendations for enhancing the city's status as a regional fund management hub. The speakers also discussed the opportunities and challenges brought about by developments in the Greater Bay Area, emerging investment trends, and the evolving pensions space.



在 12 月 2 日的網上研討會，香港投資基金公會前主席李錦榮和行政總裁黃王慈明分享對香港資產管理業現況及前景的看法，並講解該會就提升香港作為區域基金管理樞紐地位提出的建議。兩位講者還討論了大灣區發展所帶來的機遇與挑戰、新興投資趨勢及退休金的最新發展。



Paul McSheaffrey, Head of Banking & Capital Markets, Hong Kong, KPMG China, shared the major findings from his firm's latest report, "Banking Outlook 2021," at a webinar on 11 December. He was joined by colleagues Rani Kamaruddin, James O'Callaghan and Stanley Sum, who discussed their top 10 predictions for 2021, which included greater use of innovative technologies and tools by financial institutions to navigate the rapidly changing banking landscape.

在 12 月 11 日的網上研討會，畢馬威中國香港區銀行和資本市場主管合夥人馬紹輝分享該公司最新發布的《2021 年香港銀行業前景》報告結果，其同事文雪賢、歐樂恒和 Stanley Sum 亦分享了他們對 2021 年的十大預測，其中包括金融機構更廣泛應用創新技術和工具，以應對瞬息萬變的銀行業格局。



## LIBOR Transition

倫敦銀行同業拆息 (LIBOR) 過渡



The London Interbank Offered Rate (LIBOR), will be discontinued after the end of 2021. At a webinar with 400 people on 1 December, a panel of experts discussed ways for stakeholders to transition away from this key interest rate for business lending and other financial products. Clara Chan, Executive Director for Monetary Management at HKMA, helped set the scene by speaking on LIBOR transition from a regulator's perspective. The panel comprised Andrew Fung, Chief Financial Officer and Executive Director of Henderson Land Development Company; Ashish Sharma, Managing Director, Head of Loan Syndications, APAC and Global Banking and Markets at HSBC; Nathalie Hobbs, Asia Managing Partner of Linklaters; and Andrew Ferguson, Chief Executive Officer of APLMA. This well-attended event was moderated by the Chamber Deputy Chairman Leland Sun, and was organised by HKGCC in conjunction with Asia Pacific Loan Market Association (APLMA), Hong Kong Monetary Authority (HKMA), and the Treasury Markets Association.

倫敦銀行同業拆息 (LIBOR) 將於 2021 年後退場。在 12 月 1 日的網上研討會，多位專家探討持份者從這一重要的商業借貸和金融產品利率，過渡到其他替代利率的可行方案。香港金融管理局助理總裁（貨幣管理）陳家齊先從規管角度剖析 LIBOR 的過渡安排。其後的小組討論嘉賓包括恒基兆業地產首席財務總監兼執行董事馮孝忠、匯豐銀行亞太地區環球銀行及資本市場銀團貸款主管董事總經理 Ashish Sharma、年利達律師事務所亞洲董事總經理何碧詩，以及亞太區貸款市場公會行政總裁 Andrew Ferguson。是次活動由總商會、亞太區貸款市場公會、香港金融管理局及財資市場公會合辦，並由總商會常務副主席孫立勳主持，吸引共 400 人出席，反應熱烈。

As part of the committee's Family Office series of events, Ben Kwan, Digital Leader, Strategy and Transactions, Greater China at EY, discussed how major digitalization trends such as data analytics, SaaS adoption and asset tokenization have driven the evolution and expansion of this segment at a webinar on 27 November. In the ensuing panel discussion, Helene Li, CEO and Co-Founder of GolImpact Capital Partners; Eric Poon, Senior Executive Vice Chairman of the Association of Family Offices in Asia; and Patricia Woo, Partner at Squire Patton Boggs, shared their views on the significance of digital transformation for Family Offices, as well as the factors for creating a successful digital road map.



在 11 月 27 日的網上研討會，安永大中華區戰略與交易數位化轉型主管關文俊探討數據分析、軟體即服務 (SaaS) 應用和資產代幣化等推動家族辦公室發展的重要數碼趨勢。在隨後的小組討論環節，恩博資本聯合創辦人兼總裁李懷璞、亞洲家族辦公室協會行政

副主席潘智力和翰宇國際律師事務所合夥人胡玉瑩剖析數碼轉型對家族辦公室的重要性，以及制定成功數碼發展藍圖的因素。是次研討會為委員會舉辦的家族辦公室系列活動之一。

Chamber CEO George Leung spoke at the MPF System 20th Anniversary Webinar, held on 1 December, where he shared his insights on the topic of "MPF System - The Way Forward." The event discussed the achievements and reforms of the MPF System to date, and explored ways forward for retirement protection. As it moves into its third decade, the MPF System will roll out a number of initiatives to enhance public understanding of the MPF System and share the latest developments with Hong Kong citizens and corporates.

總商會總裁梁兆基出席 12 月 1 日舉行的「積金廿載：回顧·前瞻」強積金制度實施 20 周年網上研討會，就「強制性公積金制度的未來路向」分享見解。是次活動討論強積金制度實行至今取得的成就和改革，並探討退休保障的未來路向。隨著制度運作踏入第三個十年，積金局將推出多項倡議，加強公眾對強積金機制的認識，並與香港市民和企業分享最新動向。

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

The future of the global currency landscape was discussed at a webinar on 10 December, where participants heard from a number of industry experts on the potential financial, strategic and operational risks that companies, in particular SMEs, could face in the course of conducting cross-border business. The speakers – Alain Groshens, CEO and Co-Founder of SystematicEdge; Edmond Lau, Principal for Greater China at the CFO Centre; and Henry Kwong, Tax Partner at Cheng and Cheng Taxation Services – also drew on real-life cases to illustrate ways in which companies could become more resilient and sustainable.



12 月 10 日的網上研討會以全球貨幣的未來發展為主題，邀來 SystematicEdge 總裁兼聯合創辦人 Alain Groshens、CFO Centre 大中華區總裁 Edmond Lau 及鄭鄭稅務有限公司稅務合夥人鄺發炫，講解企業尤其是中小企在經營跨境業務過程中可能面對的財務、策略和營運風險，還利用實例說明企業可如何加強韌力和促進持續發展。

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

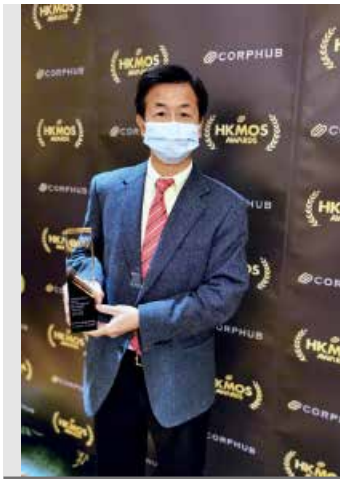
AI has already been widely adopted in different aspects of our daily lives, and it is expected to become more integrated with the implementation of 5G technology. At a Chamber webinar on 23 November, Leonie Valentine, Manager Director, Sales & Operations of Google Hong Kong, and James O'Callaghan, Partner, Head of Technology Consulting, Hong Kong of KPMG China, discussed the key findings from their recently published white paper entitled "Smarter Digital City – AI for Everyone" on Hong Kong's AI adoption and readiness. They were joined by Eddie Azadi, Executive Creative Director of Google, who shared the story behind the development of the Ho Jeng AR app, which is powered by AI and AR technology and uses AR characters designed for the city to spread joy and positivity among Hong Kong citizens.

人工智能已在日常生活的不同範疇廣泛應用。隨著 5G 技術普及，人工智能預期將變得不可或缺。在 11 月 23 日的網上研討會中，Google 香港銷售和營運董事總經理尉俐妮及畢馬威中國香港區技術諮詢主管合夥人歐樂恒討論最近發表的《智慧數碼城市 - 全城 AI》白皮書內有關 AI 應用及準備程度的主要研究結果。同場的 Google 創意執行總監 Eddie Azadi 亦分享開發人工智能及擴張實境 (AR) 技術驅動的「Ho Jeng AR」手機應用程式的故事，透過專為香港而設的 AR 角色發放快樂正能量。



Terence Lau, Interim Associate Vice President of Hong Kong Polytechnic University's Innovation and Technology Development Office (ITDO), discussed the work of his office and recent innovative projects conducted in collaboration with businesses and the Government at a committee meeting on 26 November.

在 11 月 26 日的委員會會議上，香港理工大學創新及科技發展處暫任協理副校長劉樂庭講解該處的工作，以及處方最近與商界和政府合辦的創新項目。



Congratulations to our General Committee member Edmond Yue who received the Hong Kong Most Outstanding Services Award on behalf of Innopipe Engineering Company Limited, at the HKMOS (Most Outstanding Businesses) Awards 2020, held at the Island Shangri-La on 24 October.

本會恭賀理事余國賢代表新維通工程有限公司領取「香港最優秀企業大獎 2020」；是次頒獎典禮於 10 月 24 日假港島香格里拉大酒店舉行。

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

Michael Au, Programme Lead at the Global Acceleration Academy, part of the Hong Kong Science and Technology Parks Corporation, spoke at a committee meeting on 24 November on how the programme helps tech ventures localize their innovations and bring them to the Asian marketplace.

香港科技園公司「環球創業飛躍學院」計劃主管歐永奇出席 11 月 24 日的委員會會議，講解該計劃如何協助科技企業實現創新成果本地化，拓展亞洲市場。

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

Three seasoned professionals provided their reactions to the various housing and other real estate initiatives unveiled by the Chief Executive in her recent Policy Address at a committee meeting on 14 December. The panel comprised Peter Churchouse, Managing Director of Portwood Capital; CK Lau, Managing Director of Colliers International; and Eric Ma, Chief Executive Officer of NWS Holdings.

三位資深專家出席 12 月 14 日的委員會會議，就行政長官在新一份《施政報告》中提出的多項房屋及其他房地產措施分享見解。他們分別為 Portwood Capital 董事總經理卓百德、高力國際董事總經理劉振江和新創建集團行政總裁馬紹祥。

## Retail & Tourism Committee 零售及旅遊委員會

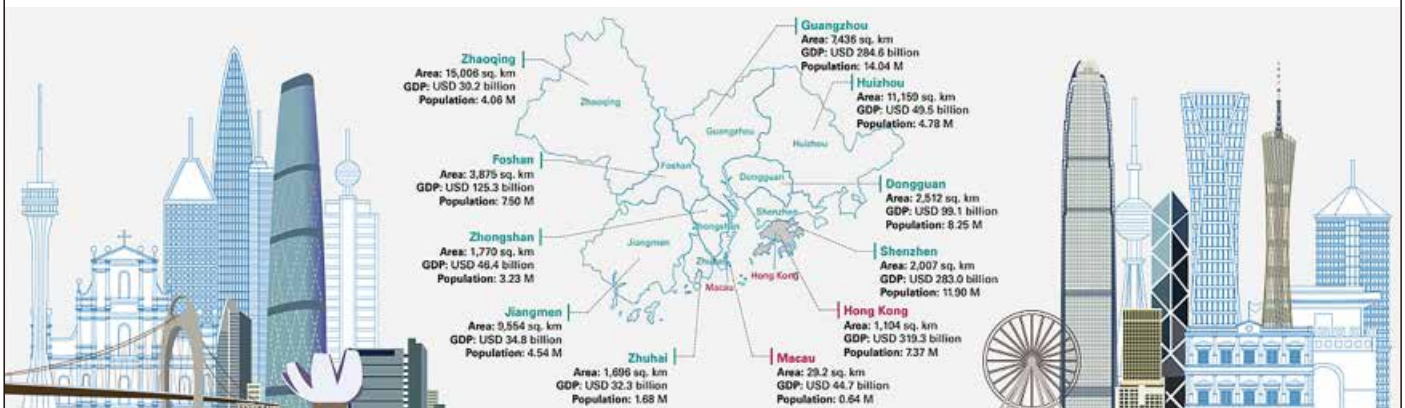
Bianca Ho, co-Founder of Clare.AI, spoke at a committee meeting on 4 December where she explored some of the ways the retail and tourism industries could capitalize on the various AI solutions available to deliver better customer experience and increase productivity.

Clare.AI 共同創辦人何思穎出席 12 月 4 日的委員會會議，探討零售和旅遊業如何利用各種人工智能方案，提升客戶體驗和提高生產力。



## HKGCC GREATER BAY AREA CORNER

### 香港總商會粵港澳大灣區資訊



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



### New Online Platforms to Help SMEs 全新網上平台支援中小企業

Colin Pou, Executive Director, Financial Infrastructure, and Wilson Pang, Senior Manager, Fintech Facilitation Office, at the Hong Kong Monetary Authority (HKMA) spoke at the SME Committee meeting on 1 December. They introduced HKMA's new platform, the Commercial Data Interchange, which aims to make it easier for SMEs to share business data with banks to expedite the loan application process.

Also at the meeting, David Dowell, Executive Director of the Hong Kong-APEC Trade Policy Group, and Clement Tang, Chief Operations Officer, eBRAM Centre, introduced eBRAM's services to members. The eBRAM International Online Dispute Resolution Centre is a nonprofit organization that aims to improve Hong Kong's arbitration and mediation services. The Centre is working to build capacity to meet the rapidly expanding demand for dispute resolution services across the border, and to use innovative technology to help Hong Kong become a LawTech centre and hub for resolving international business disputes.

香港金融管理局（金管局）助理總裁（金融基建）鮑克運和高級經理（金融科技促進辦公室）彭旭輝出席 12 月 1 日的中小型企業委員會會議，介紹金管局的全新平台「商業數據通」，讓中小企更便捷地與銀行分享商業數據，加快貸款申請程序。

會上，香港亞太經合組織貿易政策研究機構執行董事杜大偉與一邦國際網上仲調中心營運總監鄧卓恩介紹一邦的服務範疇。一邦國際網上仲調中心為一家非牟利機構，旨在提升香港的仲裁和調解服務水平，以滿足迅速增長的跨境爭議解決服務需求，同時運用創新科技，推動香港發展成為法律科技中心和國際商業爭議解決樞紐。

## Smart City Working Group 智慧城市工作小組

Lawrence Poon, Hong Kong Productivity Council's (HKPC) General Manager of Smart City Division and Automotive Platforms and Application Systems R&D Centre, and his colleague Jonathan Tang, Lead Consultant of Emerging Technologies for Aging Population, discussed the rise of gerontechnology at a working group meeting on 8 December. Gerontology refers to a range of technologies that enable older people to live independently and facilitate the work of care-givers, and the speakers shared their thoughts on how it can help to address the needs of an ageing population. They also discussed HKPC's work in applying Smart City-related technologies to the development of gerontechnology in Hong Kong.

在 12 月 8 日的工作小組會議上，香港生產力促進局智慧城市部和汽車科技研發中心總經理潘志健及該局老齡人口新興技術資深顧問鄧健華討論了「樂齡科技」的興起。樂齡科技是指協助長者獨立生活及支援照顧者工作的一系列技術。兩位講者就如何滿足高齡化人口的需要分享心得，並介紹局方如何透過應用智慧城市相關技術為本港開發樂齡科技。



## Manpower Committee 人力委員會

Tony Lam, Deputy Privacy Commissioner for Personal Data, shared some of the ways to safeguard personal data privacy at the committee meeting on 2 December. As many employees were working remotely from home once again due to the "fourth wave" of the Covid-19 outbreak, Lam reminded members to ensure their staff stay alert on data security and privacy when using the internet. He also recommended that corporates should conduct regular risk assessments and to

set up comprehensive data protection guidelines to strengthen data security and protection.

副個人資料私隱專員林植廷在12月2日的委員會會議上分享一些保障個人資料私隱的方法。由於本港出現「第四波」疫情，許多僱員再度在家遙距工作，林植廷提醒會員應確保員工在使用互聯網時，時刻注意資料安全及私隱。他亦建議企業定期進行風險評估，並制定全面的資料保護指引，以加強資料安全及保障。

## Talent Development 人才發展

Dealing with "emotional vampires" in your team can be difficult. At a half-day workshop on 13 November, Tony Ngo, Partner at Connect Communication, shared practical strategies on how to manage such people with confidence and assertiveness, to retain a comfortable working environment for all staff.

遇上難相處的團隊成員，實在是一個棘手的人際問題。在11月13日的半天工作坊，Connect Communication 合夥人吳家騰分享實用對策，以自信堅定的態度應對難纏的員工，為公司營造和諧的工作環境。



Kevin Chan, Co-founder and Editor-in-chief at BizHK, spoke at a half-day workshop on 26 November on how to better understand the social mentality of netizens. He shared tips on how to select the right social platform for your business, and then formulate the appropriate content marketing strategies. This approach can help to improve the day-to-day operations of the business, and also ensure that the company is prepared for any social media crisis that could erupt.



《BizHK 創業人誌》共同創辦人兼總編輯陳家樂在11月26日主持為期半天的工作坊，講解如何掌握網民的社交心態。他亦分享為公司挑選合適的社交平台，並制定適當的內容營銷策略的心得。這種方式有助改善日常業務運作，並確保公司做好準備，能夠應對任何潛在的社交媒體危機。

With growing use of technology, issues of data privacy and cybersecurity have become of greater concern for users, companies and regulators across all sectors. At a webinar on 27 November, a panel of experts shared the most common violations in data privacy. They also compared data privacy regulations in different countries, and discussed the challenges ahead. The speakers were Emil Chan, FinTech Committee Chairman of the Smart City Consortium, Stefano Fois, Senior Manager, CIO Advisory Practice Lead at Sia Partners (Hong Kong), and Napoleon Wong, Barrister-at-law of Albert Luk's Chambers. The event was moderated by Helina Lo, Managing Director, Head of Risk Regulatory and Compliance at Sia Partners (Hong Kong).

隨着科技應用日益普及，各行各業的用戶、企業和規管機構愈加重視資料私隱和網絡安全議題。在11月27日的網上研討會，多位專家分享違反資料私隱的常見情況，比較不同國家的資料私隱規定，以及探討未來挑戰。專家講者包括智慧城市聯盟金融科技委員會主席陳家豪、Sia Partners 香港資訊總監兼顧問主管 Stefano Fois 及 Albert Luk's Chambers 大律師黃祖毅。是次研討會由 Sia Partners 香港董事總經理兼風險管理及合規主管盧勁勁主持。

## Taxation Committee 稅務委員會



### Potential Pitfalls for Small Businesses 中小企潛在風險

Mixing personal and business bank accounts is a mistake often made by SMEs, and one that can increase your chances of a tax audit. At a webinar on 27 November, Karen Au and Angela Ho, respectively Partner and Associate Director at PwC Hong Kong, discussed some of the potential tax pitfalls for small businesses, and shared how SMEs could prepare if they faced tax disputes with the Inland Revenue Department (IRD). They were joined by fellow Manager Joyce Chak, who spoke on the dos and don'ts when subject to a tax audit interview by the IRD.

混合使用個人及公司銀行戶口是中小型企業常犯的錯誤，更會容易引起稅務審查。在 11 月 27 日的網上研討會，羅兵咸永道香港合夥人區凱琳和副總監何玉梅討論中小企面臨的一些潛在稅務風險，並講解應對稅務糾紛的方式；而經理翟穎瑩亦分享了接受稅務局稅務審查時應注意的事項。

Speaking at a webinar on 24 November, Gwenda Ho and Ricky Chow, both Partners at PwC Hong Kong, explained the recent changes in approach by the Inland Revenue Department (IRD) to assessing profits tax. They also shared their insights on some of the tax issues that may arise from the recent revisions to the IRD's interpretation and practice notes.

羅兵咸永道香港合夥人何經華和 Ricky Chow 出席 11 月 24 日的網上研討會，講解稅務局就利得稅評估方法作出的最新修訂，並就經修訂的稅務局釋義及執行指引可能衍生的一些稅務問題分享見解。



The OECD's BEPS 2.0 Pillars One and Two Blueprints – which are concerned respectively with the attribution of profits by market jurisdiction and the imposition of a global minimum tax – contain proposals that could have a significant impact on many businesses based in Hong Kong. At a webinar on 30 November, Cecilia Lee and Jesse Kavanagh, respectively Transfer Pricing Partner and Tax Partner at PwC Hong Kong, spoke extensively on the Blueprints, and explained the implications of the proposals for multinational enterprises, tax authorities and other relevant stakeholders.

經合組織提出的打擊侵蝕稅基及轉移利潤方案 2.0 第一及第二支柱藍圖，分別旨在向市場管轄區分配徵稅權，以及實施全球最低稅率，當中的建議或對眾多香港企業構成重要影響。在 11 月 30 日的網上研討會，羅兵咸永道香港轉讓定價合夥人李筱筠和稅務合夥人 Jesse Kavanagh 闡釋藍圖內容，並探討此等稅改方案對跨國企業、稅務機構和其他相關持份者的影響。



## Women Executives Club 卓妍社



Consul General of Italy Clemente Contestabile and Consul Giorgia Norfo came to the Chamber on 5 December to help organize care packages for some of Hong Kong's needy families. To help provide some relief ahead of the holiday season, these packages included a range of daily necessities such as shampoo, baby diapers and towels, as well as powdered soup mix and baby food. The gifts were donated to Mother's Choice and The Home of Love – Suore Maria Teresa di Calcutta, for distribution to those in need. We are very grateful for the generous donations that enabled us to carry out this worthwhile community project.

Chamber CEO George Leung, WEC Chairman Nikki Ng, along with Europe Committee Chairman Jennifer Chan and Vice Chairman Davide de Rosa, also lent a helping hand at the event, which was organized by the Chamber's Women Executives Club and Europe Committee, along with the Italian Women's Association (IWA) and with the support of the Italian Consulate and the Italian Chamber of Commerce in Hong Kong.

意大利總領事 Clemente Contestabile 和副總領事 Giorgia Norfo 於 12 月 5 日到訪總商會，與卓妍社會員合力把洗髮水、嬰兒紙尿片、毛巾、湯包和嬰兒食品包裝成關愛包，向本港有需要的家庭送上佳節祝福，以表關懷。關愛包已由母親的抉擇和仁愛傳教修女會仁愛之家轉贈有需要人士。我們衷心感激善心人的慷慨捐助，讓這項饒富意義的社區活動得以順利進行。

總商會總裁梁兆基、卓妍社主席黃敏華、歐洲委員會主席陳佩君及副主席戴偉德亦到場支持活動，合力幫忙包裝。是次活動由總商會卓妍社、歐洲委員會和意大利婦女協會合辦，並獲意大利總領事館及香港意大利商會支持。



## Outlook for Communications Professionals 傳訊業展望

Three of Hong Kong's leading communications professionals discussed the outlook for the sector at a panel discussion on 19 November. Kate Holgate of Brunswick Group, Clara Shek of Ogilvy Public Relations Worldwide and Kiri Sinclair of Sinclair discussed how Covid-19 has been both a blessing and a curse to the communications industry, the issues and potential solutions to gender imbalances in PR companies. The three speakers also shared their own journeys into the PR space, as well as how Hong Kong presents itself as a unique hub for those wanting to break into this dynamic sector.

This event, hosted by WEC Chairman Nikki Ng, was part of the joint campaign between the French Chamber of Commerce and Industry in Hong Kong and HKGCC, in support of the HeForShe initiative.

三位香港傳訊專家在 11 月 19 日的小組討論中展望業界前景。會上，博然思維的 Kate Holgate、奧美公共關係國際集團的石嘉麗和晟捷公關的洗潔靈探討了新冠病毒疫情為傳訊業帶來的福與禍，以及業界性別比例失衡的問題和解決方法。三位講者亦分享了她們在公關行業的事業發展，以及剖析香港的獨特樞紐地位，吸納有志投身傳訊領域的人才。是次研討會由卓妍社主席黃敏華主持，為法國工商總會與總商會合力響應「他為她」倡議的活動之一。

# Chief Executive Shares Her Plans

## 行政長官分享施政計劃

In an exclusive webinar, Carrie Lam discusses her Policy Address in more detail and answers question from the business community  
林鄭月娥出席商界獨家網上研討會，詳述施政告內容，並解答商界的提問

**Chief Executive Carrie Lam spoke to more than 700 executives at the exclusive Hong Kong Business Community Webinar on 10 December. In her speech, she explained in more detail the Government's current ambitions laid out in her Policy Address, as well as the efforts to help businesses navigate through the current period of adversity.**

The Chief Executive said that she agreed with the sentiment expressed by Chamber Chairman Peter Wong in his introduction, that Hong Kong had suffered major setbacks in the past, but had always emerged stronger.

"Resilience, perseverance and the Lion Rock Spirit are all characteristics of Hong Kong – the people and the economy. I hope you share this confidence with me and look forward to creating a brighter future."

She added that everyone had to play their part in defeating the Covid-19 pandemic, from the Government actions to everyone following the guidelines.

"This Policy Address has been very difficult to prepare because of the prolonged period of difficulties Hong Kong has gone through since June 2019," Lam said. In addition, there were also the U.S.-China trade tensions, and the need for fiscal

restraint following the large relief packages that were rolled out in response to the pandemic.

However, Hong Kong has the support from the Central Government. The Chief Executive noted that her Policy Address had been delayed as she had gone to Beijing with a "wish list."

"The Central Government has given us the utmost support in almost everything I have put forward," she said.

She added that the chapter in the Policy Address about Central Government support can be seen as guideline to further measures that can be expected in the future.

Moving on to the economy, the Chief Executive said that she was looking at all of Hong Kong's key sectors to improve the business environment.

"I am very determined we should take a more critical look at the policies: to see whether we could have more facilitating measures to help the sectors to grow; or vice versa – if there are barriers to growth for these sectors that we should try to remove."

For example, she mentioned the dedicated offices to facilitate the approval of land development proposals, such as old industrial

buildings or lease modifications. She added that while the Government had found land for housing for the next 15 years, that was not enough so it needed to press ahead with the Lantau Tomorrow Vision. This will provide not only housing but also transport, a third business district, and would be a near-zero carbon emission district.

"I look forward to the business community's support us in this endeavor," she said. "If we want to produce land out of this artificial island, work has to start now."

The Chief Executive also emphasized the importance of the SAR Government's pledge to achieve carbon neutrality by 2050, which can be achieved with cooperation and technology advancements.

"While we press ahead with development, we should do so in a very responsible, sustainable manner, to leave behind a better world for the future."

In the Q&A session that followed, the Chief Executive answered a wide range of questions from participants on topics including Covid testing and vaccinations, regional headquarters for multinational companies, innovation and technology, and ways to restore global business confidence in the city.





**行政長官林鄭月娥在12月10日的香港商界網上研討會上，向超過700名企業高管闡釋《施政報告》提及的政府願景和目標，以及協助企業渡過當前逆境的各項措施。**

行政長官表示，她認同總商會主席王冬勝在開場發言時表達的觀點——過去香港縱然歷經種種難關，卻總能迎難而上，遇強愈強。

「靈活應變、堅韌不拔和獅子山精神，一直是香港——市民和經濟——的核心價值。希望各位跟我一樣，懷著信心，一同創造光明未來。」

她又稱，抗疫防疫，人人有責；從政府採取行動，到市民合力遵守，各司其職，同心抗疫。

林鄭月娥指出：「鑒於香港自2019年6月起持續動盪，籌備這份《施政報告》變得極其困難。」其他考慮因素包括：美中貿易關係緊張，以及政府因應疫情推出大規模紓困措施後，需要緊縮財政。

然而，香港得到中央政府的支持。特首表示，為了向北京提呈「願景清單」，《施政報告》需要延後發表。

她說：「對於本人提出的幾乎所有建議，中央政府都給予香港最大的支持。」

她又補充，《施政報告》中有關中央支持的章節可視為日後採取進一步措施的指引。

經濟方面，特首表示為改善營商環境，她審視了本港所有的支柱產業。

「我決意要深入檢視這些政策：一方面研究能否推出更多便利措施推動業界發展；另一方面找出窒礙這些行業發展的因素，著力消除障礙。」

舉例說，她提到設立專責辦事處，加快審批涉及舊式工廈或地契修訂等問題的土地發展建議。她又指出，政府雖已覓得土地應付未來15年的房屋需求，卻仍不足以滿足社會所需，因此需要推進「明日大嶼願景」。此計劃不但提供住房，更可完善交通網絡，把大嶼山打造成本港第三個核心商業區，以及建設近零碳排放的社區。

她說：「我希望計劃得到商界支持，若要透過這個人工島開闢土地，現在就要著手開展工作。」

特首還強調，特區政府承諾於2050年前實現碳中和至關重要，而這一承諾可通過合作和先進技術來實現。

「我們推進發展之餘，也應秉持負責任、可持續的發展理念，為未來保育美好的環境。」

在後續的問答環節，行政長官解答了與會者的多個提問，議題涵蓋新冠病毒檢測和疫苗、跨國企業的區域總部、創新技術，以及如何恢復國際商界對香港的信心等。

This annual event, organized by HKGCC and the other business chambers in Hong Kong, is usually in the format of a luncheon, but was moved online due to the coronavirus. You can watch the full video on the Chamber's website or app.

是次年度活動由總商會聯同本港其他商會合辦，一般以午餐會的形式舉行，惟基於疫情考慮，今年改以網上形式進行。會員可登入總商會網站或應用程式，重溫研討會的足本錄影。

# Hong Kong: The Future of Sourcing

## 香港採購業的前景

Expertise, experience and location mean Hong Kong remains unrivalled as a global sourcing hub, but businesses must keep up with technology advances

專業知識、經驗和地理位置，意味香港作為國際採購樞紐的地位仍然無可撼動，惟企業必須與時並進，緊貼技術發展

**A report on the sourcing sector from InvestHK and KPMG reveals “with absolute clarity” that Hong Kong has a crucial role going forward, said Stephen Phillips, Director-General of Investment Promotion at InvestHK, at a Chamber webinar on 3 December.**

According to this survey of senior executives, Hong Kong will remain a key hub due to its experience and expertise in logistics and financial services, its deep talent pool – and increasingly the fast-growing start-up sector.

Speaking generally about investment, Phillips said the Greater Bay Area (GBA) initiative was having a significant impact: “I can say, without a shadow of a doubt, it is the single most important magnet for foreign investment that we see – across every sector.”

This will continue, he added, as more GBA policy initiatives continue to be rolled out, enhancing

the opportunities available.

Anson Bailey, Head of Technology, Media and Telecommunications, Hong Kong and Head of Consumer & Retail, ASPAC for KPMG China, gave some more details about the report.

“The key message was that we are never going to see another Hong Kong emerge,” he said. “Hong Kong is still a very important sourcing hub for international companies.”

Hong Kong’s history as a bridge between East and West means we have a unique business culture that can serve both Mainland and multinational companies

“A lot of senior executives told us that they liked the fact that Hong Kongers have a very international business outlook,” he added, and these soft skills are an essential part of the city’s attractiveness.

A key trend in the survey was a rise in ESG reporting and sustainability, Bailey said. Consumers, including those in the Mainland, are increasingly expecting to have transparent information about the origin of goods. Regulators are also moving in this direction, and businesses will need to be able to prove that they are “walking the talk.”

The sourcing sector is also embracing start-ups and new technology, with The Mills being a great example of this, Bailey added. Based in Tsuen Wan, The Mills is home to a mix of innovative textile



businesses, business accelerators and fashion start-ups, as well as a showcase for the city’s textile-manufacturing history.

In the panel discussion that followed, Anne-Laure Descours, Chief Sourcing Officer at PUMA, discussed how the company had coped with the Covid crisis.

“We have cancelled less than 1% of orders,” she said. “We worked with suppliers to make sure they always had something to do, so they did not have to stop operating.”

PUMA was able to do this because it has improved the resilience of its supply chain in recent years by consolidating the number of suppliers, making cooperation



**“We chose Hong Kong as it is the only place that has the in-depth talent pool and freedom to connect with not just China, where most of the production is, but also the rest of Southeast Asia.”**

**- Minesh Pore,  
Co-founder and CEO,  
The Buy Hive**

easier – the importance of which was made very clear in 2020.

“What Covid demonstrated is you cannot survive such a crisis yourself,” Descours said. “You have to build partnerships.”

She added that PUMA had several years ago moved its sourcing centre to Asia, as this is where the expertise is located – not Europe. However, she added, there were some potential talent issues as the industry evolves and becomes more innovative.

“The challenge we have in sourcing is switching the capability of the people – which used to be transactional – into being more entrepreneurial.”

The Buy Hive is a start-up that helps global buyers find freelance sourcing experts around the world through a trusted online platform. In 20 years of sourcing, Minesh Pore, Co-founder and CEO, has lived around the world, but Hong Kong was the obvious choice to base the new company.

“We chose Hong Kong as it is the only place that has the in-depth talent pool and freedom to connect with not just China, where most of the production is, but also the rest of Southeast Asia,” he said. “The soft skills and sourcing professionals in Hong Kong cannot be built overnight anywhere else.”

The Buy Hive also aims to solve some of the industry’s talent

issues. Changes brought by digitalization and Covid have left some industry professionals – such as merchandisers – out of work. The Buy Hive can help them connect with companies that need their expertise.

Pore added that sourcing workers in Hong Kong not only have manufacturing experience and the skills needed for international trade, but also technology know-how.

“Innovation and technology will drive the next phase of sourcing in Hong Kong,” he said. “The skills that are available here mean that Hong Kong is only going to get stronger in this space.”

**投資推廣署與畢馬威會計師事務所發表的一份採購行業報告明確顯示，香港在未來將繼續發揮重要作用，投資推廣署署長傅仲森於總商會 12 月 3 日的網上研討會如是說。**

是次調查對象為企業高管，結果顯示香港憑藉在物流和金融服務業累積的經驗和專業知識、人才薈萃，加上初創行業日益增長，其作為核心樞紐的地位仍然穩固。

整體投資方面，傅仲森指出大灣區倡議起著關鍵作用：「我可以肯定的說，對任何一個行業來說，大灣區都是吸引外商投資的最重要因素。」

他續稱，隨著更多大灣區政策措施出台，這個情況勢將持續，創造大量商機。

畢馬威中國亞太區消費品零售行業主管合夥人兼香港區科技行業主管合夥人利安生詳述報告結果。

他說：「報告帶出一個主要訊息，就是我們永不會看到有另一個香港出現，香港依然是國際企業非常看重的採購樞紐。」

香港作為貫通東西的橋樑，擁有獨特的商業文化，能夠同時為內地和跨國企業提供服務。

他補充道：「許多高管向我們反映，他們喜歡香港人具有廣闊的國際商業視野，」而這些軟實力是這座城市其中一個重要的賣點。

利安生表示，調查反映了一個重要趨勢，就是環境、社會及管治報告與可持續發展日漸受到重視。包括內地消費者在內的消費者，日益期望商品原產地的相關資訊趨於透明，規管機構亦正朝這方向走，企業接下來要證明自己「言行一致」。

利安生又說，採購業亦樂於接納初創企業和嶄新技術，南豐紗廠就是一個好例子。這幢坐落荃灣的建築除了匯聚創新紡織企業、企業加速器和初創時裝品牌，也見證了本港紡織製衣業的歷史。

在其後的小組討論環節，運動品牌 PUMA 採購總監 Anne-Laure Descours

分享該公司如何應對新冠病毒危機。

她說：「我們取消的訂單不到 1%，我們與供應商合作，確保他們的訂單接連不斷，不至陷入停工停產。」

PUMA 之所以能夠做到這一點，全因公司近年通過整合供應商的數量，提高了供應鏈的韌性，從而促進合作——2020 年充份體現出保持供應鏈韌力的重要性。

該公司聯合創辦人兼行政總裁 Minesh Pore 從事採購工作達 20 年，曾在世界各地體驗生活，卻毅然選擇在香港創業。

「我們決定落戶香港，皆因只有這個地方既擁有充裕的專業人才，又具備強大的商業網絡，能夠與生產大國中國及東南亞其他國家互聯互通。」他解釋：「香港的軟實力和採購人才，



**「我們決定落戶香港，皆因只有這個地方既擁有充裕的專業人才，又具備強大的商業網絡，能夠與生產大國中國及東南亞其他國家互聯互通。」**

——Minesh Pore  
BuyHive 聯合創辦人兼行政總裁

Descours 說：「疫情帶出一個教訓：單憑一己之力，不足以化解危機；建立合作關係，方為上策。」

她續道，數年前 PUMA 已把採購基地遷往亞洲，因為這裡——而非歐洲——才是技術專才匯聚之地。但她又稱，業界不斷演變、日趨創新，亦會衍生一些人才問題。

「有別於以往著重人才的交易能力，如何將之轉化為創業能力，是採購業當下面臨的挑戰。」

初創企業 BuyHive 通過經營一個可靠的網上平台，協助全球各地買家搜羅以自由工作形式從事採購業務的專才。

並非一朝一夕便可在其他地方複製過來。」

BuyHive 也致力解決採購業的一些人才問題。數碼化和新冠病毒疫情帶來的轉變，已令部分行業專才（如採購員）飯碗不保。該公司可從中穿針引線，協助企業配對人才。

Pore 補充，香港的採購從業員不僅具備製造經驗和國際貿易技能，更擁有豐富的技術知識。

他說：「創新科技是推動香港採購業下一階段發展的動力。這裡提供的技術，意味香港在這領域的實力只會愈發強大。」

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# Taking Hong Kong's AI Pulse in Becoming 探討香港人工智能及智慧數碼城市發展



Hong Kong residents and businesses are optimistic about AI  
香港市民和企業對 AI 持樂觀開放態度

**Google Hong Kong released three annual reports on how to develop Hong Kong into a smarter digital city from 2017 to 2019. "The question we wanted to ask was: What can make Hong Kong a smarter digital city?" explained Leonie Valentine, Managing Director, Sales & Operations, Google Hong Kong, at a Chamber webinar on 23 November.**

In these surveys, there was a growing interest in Artificial Intelligence (AI) and machine learning (ML), so the company's 2020 report – "Smarter Digital City - AI for Everyone" – focuses on Hong Kong's AI adoption and readiness.

Valentine noted that there is enormous potential for the public and private sectors to work together on education and reskilling. Google aims

to promote digital skilling through various platforms and programmes, which include the machine learning platform "TensorFlow", "Google for Start-ups" programme which supports entrepreneurs, and "CS First", a free coding education programme with learning materials in both English and Cantonese.

James O'Callaghan, Head of Technology Consulting, Hong Kong at KPMG China, gave a deeper dive into the report.

He introduced the new "AI Readiness Index," which has five components: know-how, confidence, set up, usage and spending. In general, the survey found that confidence and acceptance were high among Hong Kong residents, with 54% seeing AI brings benefits. Usage was also high, but this was mostly due to implicit usage, such as

video and music streaming or route finding.

O'Callaghan said that Hong Kong residents need to better understand the benefits before they accept using AI more in their daily lives. "In terms of barriers to acceptance, there is no surprise. Around 49% said it was around personal data being used without knowledge and permission," he added. "There needs to be more transparency around the data."

Moving on to business readiness, he said there are still a lot of opportunities for growth.

"Businesses are optimistic about AI and they believe in its potential, but usage is low," O'Callaghan said. "For both corporates and SMEs, the journey to cloud is relatively slow and companies are still learning about how to use their data."

Looking at specific industry sectors, the financial sector has both positives and negatives when it comes to AI adoption.

"Financial services companies are used to working with data and they see its value. But because they are highly regulated and they don't necessarily have a culture of innovation, they don't have the 'fail fast' mentality."

The travel & logistics and retail sectors had relatively low AI readiness, according to Google's report. But overall, around 78% of businesses in Hong Kong believe that AI will have a positive impact on their businesses.

Closing the talent gap is also an issue. While businesses say there is a shortage of skilled people, many Hong

# a Smarter Digital City

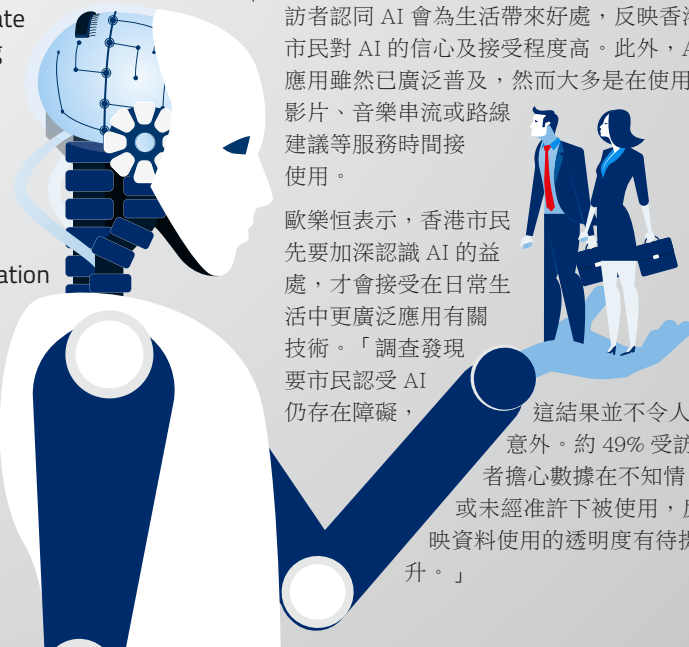
Kong residents are keen to learn about AI and ML, as they want to understand how these technologies impact their lives.

O'Callaghan suggested that companies should focus on reskilling and education. SMEs could access the talent and resources available from their alliance partner and the wider ecosystem while they are building their own capabilities.

Also at the event, Eddie Azadi, Executive Creative Director at Google, introduced the "Ho Jeng AR" app that enables users to bring a range of Hong Kong-themed AR characters to life, which include fish ball, milk tea, the cross-harbour ferry and bronze lion.

"There are so many ways to use AI and ML that are useful and even fun," Azadi said.

Valentine said she hoped that Ho Jeng AR can enable citizens to rediscover the city's vibe, appreciate the beauty of Hong Kong, and more importantly spread the positivity and boost the well-being of family and friends. "We want to take innovation from Hong Kong to the rest of the world," she said. "Ho Jeng AR is an example of that: something we built for Hong Kong and that we want to bring to other markets."



Google 香港在 2017 年至 2019 年期間發表了三份年度報告，探討如何將香港發展為智慧城市。在總商會 11 月 23 日的網上研討會中，Google 香港銷售和營運董事總經理尉俐妮解釋：「我們希望藉此提出一個問題：有甚麼因素可令香港成為更智慧型的數碼城市？」

上述調查發現，受訪者對人工智能（AI）及機器學習（ML）的興趣日增，因此該公司的 2020 年度報告以《智慧數碼城市——全城 AI》為題，集中探討香港的 AI 應用及準備程度。

尉俐妮指出私人企業和公營機構應攜手加強教育及在職培訓。Google 通過不同平台及項目推動數碼教育，包括機器學習平台「TensorFlow」、創業支援計劃「Google for Startups」，以及設有英語及廣東話版本的免費編程教材「CS First」。

畢馬威中國香港區技術諮詢主管合夥人歐樂恒深入講解報告內容。

他介紹全新「AI 準備度指數」的五項指標，分別為 AI 專業知識、信心、設置、使用和支出。整體而言，調查結果顯示有 54% 受訪者認同 AI 會為生活帶來好處，反映香港市民對 AI 的信心及接受程度高。此外，AI 應用雖然已廣泛普及，然而大多是在使用影片、音樂串流或路線建議等服務時間間接使用。

歐樂恒表示，香港市民先要加深認識 AI 的益處，才會接受在日常生活中更廣泛應用有關技術。「調查發現要市民認受 AI 仍存在障礙，

這結果並不令人意外。約 49% 受訪者擔心數據在不知情或未經准許下被使用，反映資料使用的透明度有待提升。」

至於企業準備度方面，他指出香港企業仍有很大進步空間。

「企業看好 AI 的前景，亦認同其發展潛力，但使用率仍然偏低。」歐樂恒續稱：「無論大型企業或中小企，採用雲端服務的步伐都相對較慢，不少公司仍在摸索如何運用其數據。」

從特定行業看，金融業在應用 AI 方面擁有明顯的優勢，但亦有尚待改善的地方。

「金融服務公司善於分析和運用數據，深明數據的價值所在。然而，由於業界規管嚴緊，較難建立創新文化，因此它們缺乏一種『Fail Fast』（透過快速失敗及早發現問題）的心態。」

根據 Google 的報告，旅遊與物流及零售業的 AI 準備度較低。不過整體而言，約 78% 受訪本地企業認為 AI 可為公司帶來正面影響。

人才短缺是另一難題。儘管企業表示缺乏技術人才，然而不少本港市民希望了解 AI 和 ML 能如何影響其生活，因而熱衷於認識有關技術。

歐樂恒建議企業專注於再培訓和教育工作。中小企可以著手建立 AI 能力，同時通過其合作夥伴及整個生態圈物色合適人才及資源。

同場的 Google 創意執行總監 Eddie Azadi 亦介紹「Ho Jeng AR」手機應用程式。該平台令魚蛋、奶茶、渡海小輪和銅獅等多個充滿香港元素的擴張實境（AR）角色活現眼前。

Azadi 說：「AI 和 ML 用途廣泛，可謂既實用又有趣。」

尉俐妮希望「Ho Jeng AR」可讓香港人以全新角度欣賞香港，發現這座城市的活力，而更重要的是為社會發放快樂正能量。她說：「我們希望從香港出發，把創新帶到世界各地。『Ho Jeng AR』正是一個例子——我們為香港而設，並期望將其意念帶到香港以外。」

# Communications Insight

## 傳訊業視點

Experts see bright future for the PR sector thanks to Hong Kong's unique cross-border understanding and global reach

憑藉豐富的跨境業務經驗和環球網絡，專家看好香港公關業前景

### Three leading lights of the communications sector in Hong Kong shared their career stories and thoughts on the outlook for the industry at a webinar on 19 November.

Kiri Sinclair said she had been taking a break from her PR career in 2009 to do an MBA when friends and contacts started asking for her help on projects.

"The world was changing and social media was growing," she said, "but a lot of agencies weren't changing fast enough to accommodate their clients' demands."

This led to her setting up her own company, Sinclair, which has expanded from its Hong Kong base and now has offices in Shanghai, Beijing and Singapore.

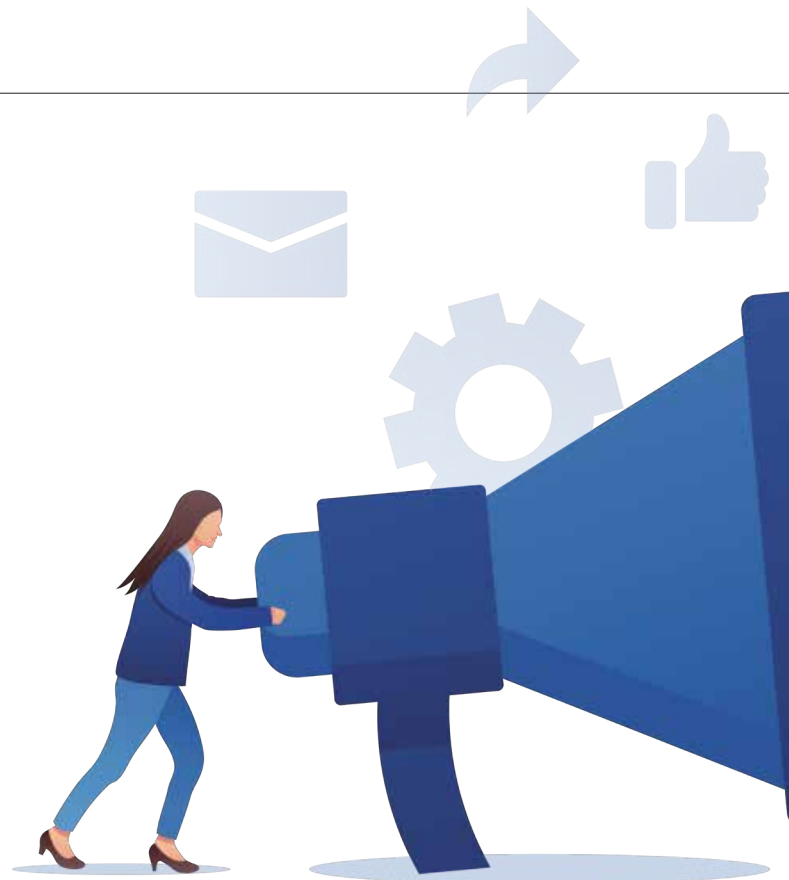
"What we are really known for is regional knowledge, and understanding what is happening on the ground," Sinclair said, adding that they have been incredibly busy since the Covid-19 crisis hit.

The agency has a low staff turnover rate, which Sinclair credits to a culture that supports all employees to develop. "I want A-type personalities working for me," she said. "You need to show them where the career ladder is, so they know they don't have to move agencies to progress."

Clara Shek is Managing Director, Public Relations & Influence at Ogilvy Public Relations Worldwide. She has worked for Ogilvy, one of the largest PR firms globally, for 21 years and still loves it.

"Part of the reason is the people and the culture of creativity," she said. "Creativity has no hierarchy – a lot of the best ideas come from the frontlines. Young colleagues have great ideas and great innovations."

Because of the freedom to explore new avenues, Shek was able to launch a dedicated travel practice at the firm 13 years ago, and a content and social hub a



couple of years later, to stay ahead of the market.

Kate Holgate, Partner and Head of the Hong Kong Office at Brunswick Group, arrived in the city in April 2019 after spending several years in Singapore. She said she has been impressed by how Hong Kong businesses have coped during this very challenging period for the city.

The biggest impact of the Covid-19 outbreak has been the restrictions on travel,

but Holgate said there has been a silver lining. "We have actually become more connected with colleagues around the world," she said. "In the past, we would probably need a reason to meet up with colleagues from the U.S., for example. But now we can connect on Zoom."

On the impact of the coronavirus, Shek from Ogilvy said that for many years she has ensured all her staff have





**“People now expect a response immediately. There is no turnaround time, so you are constantly thinking on your feet.”**

**- Kiri Sinclair,  
Founder & CEO  
of Sinclair**



a laptop. So the company was already prepared for remote working, with not only the hardware but also tech support in place.

Sinclair noted that the urgency of PR work had increased under the pandemic. “People now expect a response immediately,” she said. “There is no turnaround time, so you are constantly thinking on your feet.”

PR agencies in the past were known for long working hours, but the speakers said that this is no longer the case and there is now a focus on work-life balance. Another change is in the gender balance at the top. Even though communications has long been a female-dominated sector, as recently as 15 years ago leaders were likely to be men. Today, there are many more women in senior roles.

The panel also agreed that there is a bright future for the PR sector in Hong Kong, after the pandemic recedes.

“It’s a cliché to say we are the gateway city, but it is still true,” Sinclair said. “In Hong Kong, we are able to understand the mindset and culture of Mainland clients, but also what the challenges are on both sides.”

Shek said that the development of the Mainland and the Greater Bay Area in particular provided great opportunities for Hong Kong PR companies, particularly with China outbound business.

“Hong Kong companies can help establish the

global reputation of Chinese brands,” she said. Local communications professionals are the bridge that can help Mainland companies understand the international audience.

Holgate also sees the GBA an exciting opportunity for the sector, as these disruptive and innovative Mainland companies can work with with Hong Kong’s PR sector to build their reputations around the world.

“I am incredibly optimistic. I think this is going to be the place to be for the next decade, and communications is the industry to be in,” she concluded.

This event, hosted by WEC Chairman Nikki Ng, was one of a series organized by HKGCC and the French Chamber of Commerce and Industry in Hong Kong, in support of the HeForShe initiative.

是次研討會由卓妍社主席黃敏華主持，為總商會與法國工商總會為響應「他為她」倡議而舉辦的連串活動之一。



本港三位傳訊業領袖出席 11 月 19 日的網上研討會，分享她們的職場經歷，並展望業界發展前景。

冼潔靈透露，她於 2009 年毅然暫別公關工作，攻讀工商管理碩士課程。當時，身邊的朋友和同行開始找她幫忙開展項目。

她說：「世界在變，社交媒體不斷發展，但許多公關公司卻趕不上時代的步伐，以致未能滿足客戶的需求。」

為此，冼潔靈萌生創業念頭，在香港創辦了 Sinclair，其後更先後在上海、北京和新加坡設立辦公室。

冼潔靈說：「公司贏得口碑，全賴我們擁有區域知識，掌握業界動態。」她又補充，自新冠病毒疫情爆發以來，他們一直忙個不休。

Sinclair 的員工流失率低，這歸功於公司支持員工自我發展的企業文化。她說：「我希望與 A 型性格的人共事。你要讓他們看到晉升前景，他們才不會另謀高就。」

奧美公共關係有限公司是全球最

大的公關公司之一，其公共關係及影響力董事總經理石嘉麗已效力公司長達 21 年，至今對公關工作仍然充滿熱誠。

她說：「部分原因與公司的同事和創意文化有關。創意沒有等級之分，許多絕妙構想都源自前線員工。年輕員工既有無窮創意，又敢於創新。」

由於公司提供空間讓員工探索新機遇，石嘉麗在 13 年前開設了專責的旅遊部門，數年後再成立訊息與社交團隊，力求在市場保持領先地位。

博然思維集團合夥人兼香港辦公室主管 Kate Holgate 於 2019 年 4 月獲調派來港，此前幾年曾在新加坡工作。她表示，香港企業無懼挑戰、迎難而上的精神，令她印象深刻。

新冠病毒疫情帶來的最大影響莫過於旅遊限制，但 Holgate 卻在困境中看到一線希望。「事實上，我們與各地同事的聯繫反而更見緊密。例如在疫情之前，我們可能要有特別原因，才會跟美國的同事會面，但現在我們可以透過 Zoom 保持聯繫。」

談及疫情的影響，奧美的石嘉麗

「現在人們期望得到即時回覆，沒有緩衝時間，所以你得隨機應變。」

——冼潔靈  
Sinclair 創辦人及董事總經理

表示，多年來她一直確保每位員工都配備一部手提電腦。因此，該公司早為遙距工作模式做好準備，不僅硬件齊備，技術支援亦到位。

冼潔靈指出，公關工作在疫情期間更顯迫切。她說：「現在人們期望得到即時回覆，沒有緩衝時間，所以你得隨機應變。」

公關公司過去以長工時見稱，惟幾位講者均表示這情況已不復見，如今業界著重工作與生活的平衡。另一轉變是管理層的性別平衡。儘管企業傳訊一直是女性主導的行業，但在過去 15 年，領導職位仍然大多由男性擔任。時至今日，愈來愈多女性出任要職。

三位講者亦一致認為，待疫情消退後，香港公關業前景將一片光明。

冼潔靈說：「香港是門戶城市，縱然這是陳腔濫調，卻仍然是事實。香港企業能夠了解內地客戶的心態和文化，亦明白中港兩地面臨的挑戰。」

石嘉麗表示，內地特別是大灣區的發展，為本港的公關公司創造了龐大機遇，以中國對外業務尤為顯著。

她闡釋：「香港公司可協助內地品牌建立國際聲譽。」本地傳訊專才擔當橋樑角色，協助內地企業了解國際客群。

Holgate 亦視大灣區為傳訊業的契機，因為區內一些破格創新的內地企業能與香港公關業界合作，藉以接軌國際，建立知名度。

她總結道：「我對此十分樂觀，相信這將是未來十年的發展態勢，而傳訊業將發揮重要角色。」

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Due to the ongoing coronavirus health threat, many of our events are now taking place online. Please check our website or app for the latest status of scheduled events.

## COMMITTEE MEETINGS

Check with secretariat for details

### LEGAL

Jan 14 4:00 pm

### AMERICAS

Rebuilding America's reputation and global alliances

Jan 20 9:00 am

### FINANCIAL & TREASURY SERVICES

Update on "regtech" in Hong Kong

Jan 20 4:00 pm

### WEC EXECUTIVE

Jan 21 4:30 pm

## TRAINING & WORKSHOPS

Check website for details



Think on Your Feet

Jan 21 9:15 am - 5:30 pm

## WEBINARS

Visit website for full details and to register



### WHAT'S NEXT FOR THE HONG KONG ECONOMY

Jan 7 11:00 - 12:30 pm



### THE KING'S SPEECH: PRESENTATION SECRETS REVEALED

Jan 12 9:30 - 11:30 am



### SMART MOBILITY – COMPLETING THE LAST MILE THROUGH INDOOR MAPPING

Jan 12 4:00 - 5:00 pm



### ADVANCES IN TREATING ALZHEIMER'S DISEASE

Jan 13 12:30 - 1:45 pm



### TALENT MANAGEMENT IN THE POST-PANDEMIC ERA

Jan 15 9:30 am - 12:30 pm



### HKGCC BUSINESS CASE COMPETITION FINAL

Jan 22 1:30 - 5:30 pm

## MISSIONS & SITE VISITS

### EXCLUSIVE VISIT TO COCOON

Learn more about this co-working space and networking platform for entrepreneurs on our site visit.

Jan 26

12:00 – 1:00 pm

### NIGERIAN PRINCES AND LONG LOST UNCLES AND AUNTIES – HONG KONG IN AN ERA OF EMAIL FRAUDS

Jan 26 10:45 am - 12:00 pm

# 你確實認識你在香港的生意夥伴嗎？



## 《實名企業認證》

有助境外企業快速及輕鬆地驗證香港夥伴公司，是否已經合法註冊及經營實質業務

### 我們核證

- 商業登記證
- 公司主要董事
- 營運地址
- 業務性質
- 營業額
- 就業規模
- 公司銀行賬戶
- 報稅表
- 商標
- 許可證
- 資格
- 其他公司資料

香港總商會始創於 1861 年，在香港簽發最多產地來源證，亦是唯一簽發暫准進口證的擔保機構。本會一直為香港公司提供商貿文件認證服務，經我們認證的文件，均獲世界各地的貿易商、投資者、海關、領事館和銀行的認可。

### 我們建立信任

**HKGCC**

Hong Kong General Chamber of Commerce  
香港總商會 1861

(852) 2395 5515

cert@chamber.org.hk

cert.chamber.org.hk





# TRAINING & DEVELOPMENT

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## Talent Management in the Post-Pandemic Era [Webinar] 新常態下的人才管理策略 [網上研討會]

To sustain a highly engaged workforce, companies need to have a coherent talent management strategy in place for longer term learning and the development of professionals. This online workshop will cover the essentials of an effective talent management strategy, and some best practices in developing an approach that will unleash talent potential in the post-pandemic era.

By the end of the online workshop, participants will be able to:

- Grasp the market practices in acquiring and identifying talent
- Learn the critical factors in establishing a talent development framework
- Master a holistic approach to talent management
- Understand the keys for talent engagement strategy
- Note the tips for implementing talent engagement initiatives to optimize organization ROI
- Attract and retain new generations of leaders

為維持團隊積極投入的工作態度，企業需要制定有系統的人才管理政策，以鼓勵專才持續學習與發展。本網上工作坊將介紹有效人才管理策略的要素，並分享一些最佳實務，協助企業制定適切的管理方案，在疫後新常態下發揮人才潛力。

完成本網上工作坊後，參加者將能夠：

- 掌握挑選及識別人才的常見方法
- 了解建立人才發展框架的關鍵因素
- 對人才管理方法有全面透徹的認識
- 明白人才維繫的策略理念
- 掌握推行人才維繫措施的秘訣，以提升回報
- 吸引並留住新一代領導人才

Trainer : Selina Kam  
 導師：金志穎  
 Date : 15 January 2021  
 日期：2021年1月15日  
 Time : 9:30 a.m. – 12:30 p.m.  
 時間：上午9時30分至下午12時30分  
 Venue : This workshop will take place online  
 地點：本工作坊將以網上形式進行  
 Language : Cantonese  
 語言：廣東話  
 Fees : Member \$850 / Non-member \$1,050  
 費用：會員\$850 / 非會員\$1,050

Selina Kam,  
 Senior Talent Development  
 Consultant  
 金志穎  
 資深人才發展顧問



## The King's Speech: Presentation Secrets Revealed [Webinar]

By the end of this online workshop, participants will have learnt how to:

- Present ideas and information with clarity and precision
- Create engaging conversations in any environment, be it virtual or in person
- Carry the interest and attention of audiences throughout a presentation

This online workshop will cover:

- The Principles of Natural Communication: How the world's best create and maintain interest using personality and persuasion
- Structuring Your Communications: Understand how to organise comprehensive and compelling presentations so both you and your message resonate, linger and connect with audiences

Trainer : Patrick Eng  
 導師：Patrick Eng  
 Date : 12 January 2021  
 日期：2021年1月12日  
 Time : 9:30 – 11:30 a.m.  
 時間：上午9時30分至11時30分  
 Venue : This workshop will take place online  
 地點：本工作坊將以網上形式進行  
 Language : English  
 語言：英語  
 Fees : Member \$750 / Non-member \$950  
 費用：會員\$750 / 非會員\$950

目標受眾：  
 高管、經理和資深員工

目的：  
 讓學員能夠：

- 以簡明的方式迅速構建想法
- 以具說服力和自信的方式表達想法
- 引領他人從多角度分析問題
- 面對壓力時仍能巧妙應對棘手問題

Anthony Brophy,  
 Managing Director,  
 HR Solutions  
 Anthony Brophy  
 HR Solutions  
 董事總經理



## 國王的演說：公開演講的秘訣 [網上研討會]

完成這個網上工作坊後，參加者將學會：

- 清晰、準確地表達想法和訊息
- 在任何環境下（不論是網上或面見的方式），都能展開引人入勝的對話
- 在整個演講過程中引起聽眾的興趣和關注

本網上工作坊將涵蓋：

- 自然溝通的原則：能言善道的人如何利用個性和遊說技巧引起和延續聽眾的興趣
- 組織溝通：了解如何組織全面而又引人入勝的演辭，讓聽眾產生迴響與共鳴

Patrick Eng,  
 Executive Consultant,  
 Connect Communication

Patrick Eng  
 Connect Communication  
 執行顧問



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目標受眾：  
 高管、經理和資深員工

Trainer : Anthony Brophy  
 導師：Anthony Brophy  
 Date : 21 January 2021  
 日期：2021年1月21日  
 Time : 9:15 a.m. – 5:30 p.m.  
 時間：上午9時15分至下午5時30分  
 Venue : This workshop will take place online  
 地點：本工作坊將以網上形式進行  
 Language : English  
 語言：英語  
 Fees : Member \$3,880 / Non-member \$4,880  
 費用：會員\$3,880 / 非會員 \$4,880

\* Workshop fee includes a comprehensive workbook valued at HKD1,170.

\*費用包括全方位作業本乙冊（價值港幣1,170元）。



Hong Kong General Chamber of Commerce  
香港總商會1861

WE WISH YOU ALL THE BEST FOR

The year '2021' is rendered in large, white, 3D-style numerals. A thick, golden ribbon weaves through the numbers, looping around them. Several small, four-pointed gold stars are scattered around the numbers. The entire graphic is set against a background of a thin gold border and decorative floral patterns in the corners.

HAPPY NEW YEAR



## PRINTING & DESIGN

Omac Production House Limited was established at 1993. We aim at providing professional as well as value-added services such as printing and graphic design to our valuable clients. Good services to every customer are at the core of our mission and simultaneously maintaining a good relationship with our clients is our top priority.

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