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CHINA'S REGIONAL
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中國區域發展戰略

September 2022

HKGCC: The Voice of Business in Hong Kong

bulletin

工商月刊

**POLICIES TO ENSURE
A BRIGHTER FUTURE**
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A Step in the Right Direction

Reduction in hotel quarantine is a welcome development for Hong Kong and we hope for total reopening soon



The Chief Executive's announcement last month of a cut in mandatory hotel quarantine for arrivals was a major step in the right direction. Three days is certainly much better than seven, and a huge improvement on the three weeks that many businesspeople had to endure after arriving in the city previously.

Three days is easier to bear from a mental health perspective as well as being less of a financial burden. Moreover, for Hong Kong employees who are not able to work remotely, the shorter hotel stay also means they can get back to the office sooner.

The "yellow code" restrictions for the following four days should not be too difficult to bear for residents as they will still be able to go to work, to shops and use public transport.

For our broader economy, however, three days of hotel quarantine is still a major impediment to stimulate recovery. Businesspeople are unlikely to want to travel here for meetings or events while restrictions remain in force. The long-suffering tourism sector is also unlikely to see any benefit. Travellers usually come to Hong Kong for a relatively short visit. So three days in a hotel room, followed by four days where they cannot go to a restaurant or bar is not appealing when they can travel to almost all other countries quarantine free.

The impact of the restrictions on the city's economy has been severe. The Chamber last month revised down our 2022

economic forecast to -0.5%, from our February estimate of 1.2%. The city also suffered its second quarter in a row of negative growth.

It is clear that reopening our international borders is crucial for our economic recovery, and to stem the departure of talent. More than 90% of members that responded to a recent Chamber survey said that they favoured quarantine-free entry for visitors – so long as they are fully vaccinated and test negative for Covid. You can read more about our survey on p22.

Hong Kong is not alone in having a gloomy economic outlook at the present time. But Hong Kong's situation is being exacerbated by the continuation of Covid-era policies, which have allowed our competitors to race ahead as they return to normal.

The Financial Secretary plans to host a summit for financial leaders in early November, at the same time as the Rugby Sevens. This would be a good target date for the removal of quarantine and other social-distancing requirements, to enable global executives and sports fans alike to travel to Hong Kong.

It would also be the perfect opportunity to relaunch the city. If the finance summit and the Rugby Sevens can take place without restrictions, it would send the clear message to the world that Hong Kong is back to business.

Betty Yuen
阮蘇少淵
chairman@chamber.org.hk

朝正確方向邁進一步

縮短酒店檢疫期值得歡迎，我們冀及早全面恢復通關

行政長官上月宣布縮短訪港旅客的強制酒店檢疫期，這是朝正確方向邁出的重要一步。三天固然比七天可取，而相比早前不少商家抵港時須接受三星期檢疫的規定，新安排可說是一大進展。

縮短檢疫日數至三天有助減輕精神壓力和財政負擔，亦便利無法遙距工作的本地僱員，讓他們可提前重返工作崗位。

隨後四天受「黃碼」限制應不會對本港居民造成太大影響，因為他們仍可如常上班、購物和乘搭公共交通工具。

不過，三天酒店檢疫期仍然是本地整體經濟復蘇的一大障礙。限制措施持續生效，商家大多不願來港出席會議或活動。此外，沉寂已久的旅遊業亦難望受惠。訪港旅客的行程一般較短，而隨着大部分國家已開放免檢疫入境，香港規定抵港人士先於酒店檢疫三天，其後四天不得進入餐廳或酒吧，這個安排在缺乏吸引力。限制措施對本港經濟造成沉重打擊，因此總商會上月將 2022 年

經濟增長預測由 2 月的 1.2% 下調至 -0.5%。此外，香港經濟已連續兩季錄得負增長。

與國際通關對經濟復蘇和遏止人才外流至關重要。總商會最近一項調查顯示，超過九成受訪會員公司贊成已完成接種疫苗及檢測結果呈陰性的訪客可免檢疫入境。有關調查結果詳載於本刊第 22 頁。

其他地區的經濟前景同樣黯淡，但在香港持續實施防疫政策之際，競爭對手已重回正軌、迎頭趕上，令我們的處境更為不利。

財政司司長計劃於 11 月初舉辦國際金融領袖投資峰會，與國際七人欖球賽同期進行；這正是撤銷隔離檢疫和其他社交距離規定的大好時機，讓世界各地的高管和球迷來港參與盛事。這亦是香港重新出發的絕佳機會；倘金融峰會和七人欖球賽能在不受限制的情況下順利舉行，我們將可向國際社會證明香港已回復正常。

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Editor: Helen Sloan
Translated By: Rachel Shum, Mabel Chan,
Monica Cheuk
Graphic Design: Andy Wong, Fish Chan

Editorial Enquiries: Helen Sloan
Tel: 2823 1210
Email: helen@chamber.org.hk

Advertising: HKGCC Bulletin
Tel: 2823 1245 Fax: 2821 9545
Email: adv@chamber.org.hk

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

Printed By: OMAC Production House Ltd
21/F Kiu Yin Commercial Building,
361-363 Lockhart Road, Wanchai, Hong Kong
Tel: 2893 0944 Fax: 2832 7903
Email: info@omac.com.hk

主席：阮蘇少湄
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翻譯：岑美怡 陳凱茵 卓子欣
設計：黃惠強 陳海倫

編輯查詢：宋海倫
電話：2823 1210
電郵：helen@chamber.org.hk

廣告：HKGCC Bulletin
電話：2823 1245 圖文傳真：2821 9545
電郵：adv@chamber.org.hk

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
電話：2529 9229
圖文傳真：2527 9843
網址：www.chamber.org.hk

承印：奧瑪製作室有限公司
香港灣仔駱克道361-363號
翹賢商業大廈21字樓
電話：2893 0944
圖文傳真：2832 7903
電郵：info@omac.com.hk

Sep 2022

The opinions expressed in articles in The Bulletin are those of the individual authors and do not necessarily reflect the views of HKGCC.
《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。

POLICIES TO ENSURE A BRIGHTER FUTURE

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Hong Kong General Chamber of Commerce
香港總商會 1861

The Voice of Business 商界之聲

The Hong Kong General Chamber of Commerce has been representing and safeguarding the interests of business in Hong Kong since 1861.
自1861年起，香港總商會一直代表香港商界，致力捍衛企業的權益。



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《工商月刊》以環保信封寄發。這款信封以植物原料製成，成分包括大豆、小麥和粟米等。因此，新包裝除了可重用和防水，更為百分百可分解，符合最新的嚴格歐盟標準。總商會一直致力減少對環境的影響，感謝各位會員一如既往的支持。





Attracting Business Travellers

Allowing recent arrivals to visit certain exhibitions is a good step but we must do more to put Hong Kong back on the map for businesspeople



吸引商務旅客回流

容許抵港人士參與部分展覽活動的做法可取，但我們必須加緊努力，吸引更多商家回流香港

新政府於8月初實施「紅黃碼」和調整檢疫規定至「3+4」，即三天酒店檢疫，四天家居醫學監察，是香港邁向復常踏出的另一步。

抵港人士完成酒店檢疫後會獲發「黃碼」，可乘搭公共交通工具外出上班上學，進出商場和街市等。

我對最新安排表示歡迎，但我想強調，這只是香港與世界各地復常接軌的第一步。要真正重振經濟，恢復香港的國際競爭力，關鍵是盡快解除檢疫限制，便利商務人士、市民及遊客回歸香港。

與此同時，政府每次調整限制規定，有需要同步檢視最新發展，確保與時並進，切合實際情況。舉例說，持「黃碼」抵港者原先不得進入展覽場所，我已就此向特首李家超反映展覽業當前面對的難處，並樂見這項限制如今得以放寬。

由8月25日起，抵港人士持「黃碼」期間可參與「企業對企業」會議及展覽。不過，三天酒店檢疫對商務客及展商回流仍然構成一定障礙。隨着我們即將踏入9、10月的展覽旺

季，我希望在風險可控及情況合適下，持「黃碼」人士可獲准參與所有公眾展覽。

另一方面，當局亦可善用機管局在兩年前購入的50萬張機票，向來港商務旅客送出機票，藉此向國際社會宣示「香港歡迎你」，以實際行動鼓勵商務客及展商回流。

抗疫漫漫長路，精準防疫是手段，治標又治本之道是疫苗應打盡打，全力提升一老一幼疫苗接種率。

最近有多名染疫幼童出現哮喘症，需要進入深切治療部。此外，在今年初第五波疫情大爆發期間，超過95%的死亡個案為60歲或以上的長者，而他們大多仍未完成接種疫苗，因此一老一幼於入冬前盡快接種疫苗，是最有效減少感染及重症風險的方法。

許多公司已跟隨政府的做法，為員工提供彈性工時安排，以便家長陪同子女接種疫苗。我希望工商界繼續就此出力，鼓勵全港市民接種疫苗，共同體現護己護人、關愛共融的社會價值。

The introduction of the red and amber code arrangement and a new 3+4 quarantine model – comprising three days of hotel quarantine and four days of home medical surveillance – by the new Government in early August marked another step in the return to normal for Hong Kong.

After completing their hotel quarantine, arrivals will have an amber code on the LeaveHomeSafe app, and will be able to take public transport, go to work or school, as well as enter shopping malls and supermarkets.

While welcoming the latest arrangements, I have to stress that these are only the first steps for Hong Kong to get back to normal and reconnect with the world. To truly relaunch our economy and recover our global competitiveness, we must lift the quarantine restrictions as soon as possible, to enable business travellers, residents and tourists to return to Hong Kong.

Meanwhile, the new administration should continue to review the latest developments and actual situation in the city when adjusting the restrictions. For example, people with an amber code were initially not able to access exhibition venues. I reflected the difficulties facing the exhibition sector to Chief Executive John Lee, and I am pleased to note that this restriction was subsequently eased.

Starting from 25 August, arrivals with an amber code can attend business-to-business conferences and exhibitions. However, three days of hotel quarantine is still a major impediment to the return of businesspeople and exhibitors. As we enter the peak events season in September and October, it would benefit businesses if access

was expanded to include all public exhibitions with proper risk control.

On a related topic, the 500,000 air tickets purchased by the Airport Authority two years ago could also be put to good use by offering free tickets to business travellers. This would send a message to the world that Hong Kong is a welcoming city, and help encourage business travellers and exhibitors to return.

With Omicron variants circulating, there is still a long road ahead in the fight against the pandemic. Targeted anti-epidemic measures can provide immediate relief, but the fundamental way to tackle the pandemic in the long run is to further boost the vaccination rate of all age groups, especially among the elderly and children.

Recently, a number of children infected with Covid-19 have been admitted to intensive care with croup. Besides, during the fifth wave at the beginning of the year, over 95% of deaths occurred in people aged 60 or above – the vast majority of whom were not fully vaccinated. The most effective way to minimize the risk of serious illness is to get the elderly and children vaccinated before winter arrives.

Many businesses have followed the Government's lead in allowing parents flexible hours to get their children vaccinated. I hope the business community will continue to play its important role in encouraging vaccination among all members of society, and foster the social values of mutual care and inclusiveness together.

Jeffrey Lam
林健鋒
jeffrey@jeffreylam.hk



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不論身處世界哪個角落，我們同樣渴望擁抱繁榮的未來。為了因應社會變遷，締造更好的工作環境，各國政府、不同行業和培訓機構攜手推動勞動力的技能提升和在職培訓。

為期兩日的網上論壇邀請了不同領域的專家和行業領袖，並設有對談環節，主題包括：

- 全球社區
- 引領變革
- 共通文化
- 前瞻性技能
- 重新規劃
- 促進社會包容
- 推動可持續發展

本次論壇將由亞太區各地的政府官員、大型企業、國際組織及職業技能教育與培訓機構代表，針對本次主題深入分析及見解。



Sharing the Chamber's Business Insights

In our Policy Address submission we lobby the Government on a wide range of issues affecting the business community, especially the urgent need to reopen our borders



總商會建言獻策

本會向政府提呈《施政報告》建議書，就多項涉及商界的議題表達意見，尤其是本港有迫切需要恢復通關

向政府陳情獻策、推動香港商界發展是總商會的核心使命，為此，我們一直在幕後進行政策倡議工作。

無論是關於整個商界的重要發展或特定行業的規管變動，本會不時就廣泛議題提出務實建議。過去數月，我們先後向政府提交多份建議書，議題包括可持續發展相關財務資料、職業健康及安全、船舶共用協議集體豁免和數碼港元。

近月我們就《施政報告》與會員和各委員會集思廣益，並已將所得意見納入這份年內最重要的建議書，包括提出最符合商界利益的措施，從而惠及整個社會。

本會認為政府目前的首要任務是進一步放寬本地防疫限制，尤其是制定清晰的恢復通關時間表，讓企業及早為復蘇做好規劃。

除了防疫政策之外，其他方面亦有進步空間，因此我們還就一些影響企業和市民的重要議題提出切實可行的方案。

舉例說，土地和房屋供應仍然是香港面臨的一大挑戰。這固然是個複雜的難題，但我們仍可採取行動克服障礙。我們建議政府專注於精簡程序、加強合作及提升效率。

人手短缺是長期困擾香港的另一問題，牽連多個行業，而防疫限制持續實施更令情況雪上加霜。政府應檢討人才輸入政策，研究能否消除企業聘用海外人員時面臨的障礙，同時繼續加強 STEM 教育，為本港未來人才供應奠定下堅實基礎。

香港女性勞動參與率較低，而提供更具彈性的工作政策、更多兼職崗位和完善的育兒服務，有助鼓勵更多女性投身勞動市場。

至於環境方面，這個議題牽涉的範圍更廣，而且對各行各業的重要性與日俱增。由於企業未來要遵守更嚴格的可持續發展規定，要在市場上保持領先，現在就要推出環保作業模式。提升本港的環保表現，亦有助吸引人才來港，填補勞動力缺口。

上述政策倡議只是本年度建議書的部分內容，全文可瀏覽本會網站，內容重點亦可參閱本刊第 8 頁。

新任行政長官李家超早前到訪總商會，以行動證明他樂意聆聽商界的意見。我們期待行政長官在下月發表《施政報告》，相信屆時能為全港企業帶來好消息。

The Chamber's policy work is mostly carried out behind the scenes, but advising and lobbying the Government in support of the Hong Kong business community is our core function.

We regularly thrash out informed proposals on a wide range of topics, from developments that affect all businesses to industry-focused regulatory changes. In just the past couple of months, we have made submissions to the Government on sustainability related financial information, occupational health and safety, the block exemption for vessel-sharing agreements, and a Hong Kong digital currency.

In recent months, we have been busy engaging members and committees to mine their views and wisdom for our biggest annual submission, on the Policy Address. This contains our proposals on measures that we believe will be of most benefit to businesses – and ultimately the whole of Hong Kong.

The Chamber believes the number one priority for the Government right now is the further relaxation of the city's Covid restrictions, especially reopening borders, and drafting a clear timetable so that businesses can plan for recovery.

But besides pandemic-related policies, there are many other areas where we believe there is room for improvement. In our submission, we have proposed concrete and workable solutions to some of the key issues that impact businesses and citizens.

The supply of land and housing, for example, remains one of Hong Kong's biggest challenges. While this is certainly a complex area, there are still steps that could be taken to relieve the bottlenecks. We suggest that the Government focuses on streamlining processes

and enabling better cooperation and efficiency.

Another long-term issue for the city is manpower shortages, which affects many sectors and has worsened with the prolonged Covid restrictions. The Government should review its talent import policies to see where it can remove certain barriers impeding companies from hiring overseas staff. At the same time, continuing to increase participation in STEM subjects in schools will reinforce the foundations for our future manpower needs.

Hong Kong has a relatively low female participation rate in the workplace, which could be increased by more flexible working policies, part-time roles, and better childcare provision.

More broadly speaking, the environment is an increasingly important aspect for all businesses. Companies will need to adhere to tighter sustainability rules in the future, so it makes sense to get ahead of the curve and roll out eco-friendly business practices now. Improving the city's green credentials will also help in attracting talent to replenish our labour supply.

These are just a few of our policy suggestions this year: you can read the full submission online, and some edited highlights on page 8.

Our new Chief Executive John Lee has already visited the Chamber and shown his willingness to listen to our concerns. So we look forward to hearing his Policy Address next month, and trust that his proposals will contain some good news for all Hong Kong businesses.

George Leung
梁兆基
ceo@chamber.org.hk

聘用殘疾人士

支持「就業展才能計劃」

Employ Persons with Disabilities

Support Work Orientation and Placement Scheme



就業展才能計劃

Work Orientation and Placement Scheme

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Policies to Ensure a Brighter Future 為光明未來籌謀部署

HKGCC urges the Chief Executive to reopen and relaunch Hong Kong, while also taking the opportunity to address some of the longer term issues affecting our city
總商會促請行政長官恢復通關、重振香港，同時處理一些關乎香港發展的長遠議題

The Chamber has made its submission to Chief Executive John Lee on our suggestions for measures in his first Policy Address. Following is an abridged version of the submission. You can read the full text on our website.

Reopen Hong Kong

HKGCC welcomes the relaxation of travel restrictions since the new term Government took office, including the removal of the circuit breaker

system and reduction in hotel quarantine.

However, we call for the end of quarantine for fully vaccinated travellers, as well as a clear timetable for rolling back Hong Kong's pandemic-related measures. This will remove any lingering uncertainties and enable the public and businesses to plan ahead.

We also suggest that the Government's pandemic response should focus on the severity of cases, rather than the overall number.





Besides reopening to international travel, we also hope to see the border with the Greater Bay Area (GBA) reopened, to enable the resumption of the cross-border connections that are so important to Hong Kong businesses.

Relaunch Hong Kong

We believe in Hong Kong and are confident that we will overcome current challenges just as we have weathered previous ones. To relaunch the city after the pandemic, further efforts are needed to:

- re-energise the economy,
- shore up the confidence of local people and overseas businesses,
- create hope for the younger generation.

Regarding publicity efforts to relaunch Hong Kong, we should focus on reasserting our attractions as a business-friendly centre and promoting the SAR as a liveable city.

Business-friendly hub

The Government should do its utmost to burnish Hong Kong's reputation as a premier business destination by implementing a proper regulatory impact assessment (RIA) scheme as part of the policymaking process. The benefits of doing so are considerable, and can have positive effects that extend beyond the business sector.

Liveable city

The Chamber supports the Government's "Hong Kong's Climate Action Plan 2050" to achieve carbon

neutrality. We suggest measures that focus on three areas: buildings, industrial products and transport.

1. Buildings

Buildings account for about 90% of Hong Kong's total electricity consumption. Promoting energy conservation and improving energy efficiency is therefore very important to accelerate decarbonisation. Our suggestions include:

- improving the carbon efficiency of both new and existing buildings,
- higher standards for energy and waste management should be required to qualify for gross floor area concessions,
- more flexibility in building regulations to allow for the use of



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innovative and sustainable design and construction materials.

2. Industrial products

The Government has been promoting re-industrialisation to support Hong Kong's economic growth and reduce reliance on the services sector. We suggest:

- focusing on R&D and advanced manufacturing technologies through all-electric plants and laboratories,
- the Government should take the lead in using green industrial products in its buildings and facilities.

3. Transport

The transport sector contributes around 20% of Hong Kong's carbon emissions. To reduce this, we suggest the Government should:

- create a special task force to help popularise electric vehicles,
- set out concrete objectives and timelines on the electrification of public transport and commercial vehicles,
- create a clear timeline to develop LNG bunkering in Hong Kong Port.

Sustainable finance

With our financial expertise, Hong Kong is in a strong position to reap the benefits of the global transition toward a low-carbon economy. Our proposals in this area include:

- a voluntary carbon offset market,
- a GBA Green Fund aimed at supporting SMEs with viable plans



to develop green solutions and products,

- mandating ESG/sustainability reporting to deter "greenwashing."

Human capital

Hong Kong's labour pool is under threat due to our ageing population and the recent increase in emigration. To tackle this serious issue, we propose:

- policies to ensure an adequate supply of overseas professionals and skilled labour can be brought into Hong Kong,
- further support of STEM education, and promoting the engineering, construction and infrastructure sectors to young people,
- increasing female participation in the workforce by supporting businesses that provide part-time

roles, flexible working hours and work-from-home practices; and improving child-care options.

Greater Bay Area

Hong Kong companies have a keen interest in the GBA and we look forward to the reopening of the border so businesses on both sides can reap the full benefits of this important initiative. We urge further cooperation and collaboration in several areas.

Market barriers: Hong Kong companies are regarded as "foreign" enterprises in many regards. We propose that the Government engage the Mainland authorities to grant Hong Kong companies and products similar treatment as their Mainland counterparts; and encourage the recognition of Hong Kong professional qualifications.



Energy: As there is limited land available for renewable energy development in Hong Kong, decarbonising the city's electricity supply will depend on collaboration with the GBA.

Ports: The Port of Hong Kong and its counterparts in other GBA cities have developed into an important cluster, each with its own distinctive role. However, further efforts are still required to coordinate the roles of ports in the GBA to avoid unhealthy competition.

Data: Data connectivity within the region is especially important in developing new and competitive products. Relaxation of cross-border data transmission also allows Hong Kong companies to better understand Mainland market characteristics. To enable such flows, the harmonization and relaxation

of cross-jurisdictional regulatory frameworks will be required.

Land and housing

Although the issue of land and housing is highly complex, we propose a number of workable short- and long-term solutions that would ease the pressure.

Short-term solutions

- promote systemic changes within Government departments, with a reinstated Housing Committee (or similar body) to oversee all related policy matters,
- review technical considerations, such as allowing the transfer of unused plot ratios to urban areas and new towns,
- Government to provide basic infrastructure for private residential development,
- streamline processes and enhance cohesion among different departments,
- reform the Comprehensive Development Areas (CDA) system and review sites that have been idle for more than three years.

Longer term measures

- review Government renting and home ownership schemes to ensure that public housing benefits those in genuine need,
- develop Public Private Partnerships for major infrastructure projects such as the Lantau Tomorrow Vision and Northern Metropolis,

- consider green-belt development and land reclamation, with due regard to the impact on the environment.

Financial services

The financial sector is a key contributor to the city's economy and our standing as one of the world's top international finance centres. Efforts should continue to capitalise on our unique opportunities. We suggest the Government should:

- tailor the listing criteria to allow high quality and early-stage companies to access Hong Kong's IPO market,
- promote Hong Kong's offshore RMB centre to international investors,
- enhance the Wealth Management Connect and Stock Connect schemes, and develop the plans for Insurance Connect,
- create a pilot initiative for a central bank digital currency,
- invest more in fintech training to nurture skilled staff,
- develop a "Nasdaq of China" to serve Chinese technology companies that are seeking to delist from U.S. bourses.

Retail and tourism

Besides lifting the quarantine requirement, Hong Kong must re-invent itself as a tourism destination amid evolving consumer expectations. To support the retail and tourism trades we should:

Enhance Hong Kong's attractiveness

- promote local tourism based on the cultural and historical characteristics unique to Hong Kong's 18 districts; curate coastal trails around Hong Kong's waterfront,
- support tourism businesses to design new products focusing on culture, sports and green tourism.

Promote synergies with the GBA

- strengthen Hong Kong's role in multi-destination tourism in the GBA, and collaborate with other GBA cities in organizing cultural and sports events,
- further enhance air, train and road connectivity in the region.

Digitize business operations

- subsidize SMEs to implement electronic kiosks and adopt e-payments,
- streamline licensing application procedures for food and beverage businesses,
- implement an e-tourist pass, and create a one-stop digital information platform for visitors.

Port, transport and logistics

Besides enhancing cooperation among GBA ports, as mentioned earlier, we hope the Government will address the following to maintain Hong Kong's competitiveness as an international port:

- protect the cabotage rule, which treats Hong Kong as part of China in shipping matters,



- invest in developing Hong Kong into a Smart Port, in line with competing ports that have more advanced facilities,
- create a Port Authority to oversee planning and development,
- create a land bank for warehouse and industrial use.

Innovation and Technology

Continued investments are necessary to augment Hong Kong's standing as a I&T hub. We recommend the Government should:

- lead by example by using more technology in its operations to improve governance and efficiency,

- give priority to start-ups with a viable product or service when the Government is looking to fill a need,
- develop new infrastructure to promote the development of smart city and smart mobility,
- accelerate data sharing on city planning and transport operations,
- use the Northern Metropolis as a pilot for smart city transformation, with close collaboration among GBA city governments,
- expand Hong Kong's role as a data and technology super-connector between the Mainland and the rest of the world.

To read the full text, please visit the Chamber's website www.chamber.org.hk

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總商會已就行政長官李家超發表的首份《施政報告》提呈建議，以下為建議書的節錄內容，全文可瀏覽本會網站。

恢復通關

總商會歡迎新一屆政府上任後放寬旅遊限制，包括暫緩航班熔断機制及縮短酒店檢疫期。

不過，我們促請當局豁免已完成接種疫苗人士的檢疫要求，並為撤銷防疫措施制定清晰的時間表，以消除任何不確定因素，讓公眾和企業及早作出規劃。

我們亦建議政府因應個案的嚴重程度而非整體確診數字調整防疫對策。

除了重啟國際旅遊，我們亦希望與大灣區恢復通關，因為跨境往來對港企至關重要。

重振香港

香港過往曾跨過重重難關，這次也定能克服挑戰。為了讓香港在疫後重新出發，我們要加緊努力：

- 為經濟注入新動力；
- 重建市民和外商的信心；
- 為年輕一代創造希望。

對外推廣香港方面，我們應着力加強香港作為營商勝地和宜居城市的吸引力。

營商勝地

政府應全力提升香港作為首選營商目的地的聲譽，而方法是在政策制訂過程中引入規管影響評估；這個機制將能帶來莫大裨益，亦可在商界以外發揮正面作用。

宜居城市

總商會支持政府為實現碳中和而制定的《香港氣候行動藍圖2050》，並建議針對三大範疇——建築物、工業產品和交通運輸推出措施。



1. 建築物

建築物佔全港總耗電量約九成，因此推動節能和提升能源效益是加快減碳步伐的關鍵。我們就此提出的建議包括：

- 改善新建及現有建築物的碳效率；
- 提高寬免計算總樓面面積的能源和廢物管理要求；
- 就建築物規管提供更大彈性，容許使用創新、可持續設計和建築物料。

2. 工業產品

政府一直推動再工業化，以支持香港經濟發展及減少依賴服務業。我們建議：

- 專注於研發和先進製造科技，設立全電動化廠房和實驗室；
- 政府建築物和設施應率先應用綠色工業產品，樹立榜樣。

3. 交通運輸

全港約兩成碳排放來自運輸業。要減少碳排放，我們建議政府：

- 成立專責小組推動電動車普及化；
- 就公共交通工具和商用車輛電動化制定具體目標和時間表；

■ 為香港港口建設液化天然氣補給設施訂立清晰時間表。

可持續金融

憑藉我們的金融專業知識，香港正好處於有利位置，把握全球邁向低碳經濟帶來的機遇。我們的倡議包括：

- 發展自願碳抵銷市場；
- 設立大灣區綠色基金，協助中小企落實計劃，開發綠色方案和產品；
- 強制披露環境、社會及管治（ESG）或可持續發展資料，降低「漂綠」風險。

人力資本

人口老化和近期的移民潮令香港勞動力供應緊張。為應對這個嚴峻問題，我們建議：

- 制定政策，確保香港能從海外輸入充足的專業人才和技術勞工，以應所需；
- 進一步推動STEM教育，並向青年推廣工程、建造和基建業；
- 支援企業提供兼職崗位、彈性工時和在家工作安排，並改善育兒服務，從而提升女性勞動參與率。

大灣區

香港企業對大灣區深感興趣，我們期待邊境早日重開，好讓兩地企業能盡享這項重要倡議帶來的好處。我們促請政府加強兩地在多個領域的協作。

市場壁壘：港企在多方面均被視為「外國」企業。我們建議政府向內地機關爭取賦予香港企業和產品在內地享有近似國內企業和產品的待遇，並鼓勵當局認可香港的專業資歷。

能源：鑒於香港可供發展可再生能源的土地有限，能否實現零碳發電將取決於與大灣區的協作。

港口：香港和其他大灣區城市的港口已發展成為重要集群，各自發揮獨有的作用，但我們仍需加緊努力，推進區內港口協調發展，避免惡性競爭。

數據：大灣區數據聯通對開發嶄新、具競爭力的產品尤其重要。放寬跨境數據傳輸限制亦有助港企增進對內地市場的了解。為促進數據流通，統一和放寬跨境監管框架是為必要。

土地及房屋

土地及房屋問題極其複雜，我們就此提出多項切實可行的短期方案和長遠措施，以舒緩供求壓力。

短期方案

- 推動政府部門革新體制，重設房屋用地供應督導委員會（或類似機構），負責監督所有相關的政策事務；

- 檢討技術考慮因素，例如允許未被使用的地積比率改劃作市區和新市鎮發展用途；

- 政府為私人住宅發展提供基本設施；
- 精簡不同部門的工作流程和加強協調；
- 改革綜合發展區制度，檢視閒置三年以上的土地。

長遠措施

- 檢討政府的租賃和自置居所計劃，確保公屋能服務真正有需要的人士；
- 以公私營合作模式發展「明日大嶼願景」和北部都會區等大型基建項目；
- 考慮開發綠化地帶和填海，並充分考慮有關方案對環境的影響。

金融服務

金融業是推動本地經濟發展及維持本港作為國際領先金融中心之一的關鍵因素。我們應繼續把握香港的獨特機遇，因此建議政府：

- 修訂上市準則，容許優秀的初創公司參與香港的首次公開招股市場；
- 向國際投資者推廣香港作為離岸人民幣中心的角色；
- 優化跨境理財通及股市聯通機制，並制定保險聯通機制安排；
- 設立央行數碼貨幣先導計劃；
- 在金融科技培訓方面投入更多資源，以培育相關專才；
- 打造「中國納斯達克」市場，為有意退出美國交易所的中國科技公司提供服務。

零售及旅遊

除了撤銷檢疫要求，香港亦必須重塑其旅遊目的地的地位，以迎合消費者期望的轉變。為支持零售和旅遊業，我們應該：

提升香港吸引力

- 推廣本地旅遊，探索18區各自的歷史文化特色，發掘本港的沿海路徑；
- 支持旅行社設計新產品，重點推動文化、體育及綠色旅遊。



推動與大灣區協同發展

■ 加強香港作為大灣區「一程多站」示範核心區的角色，以及與其他大灣區城市合辦文化及體育盛事；

■ 進一步促進區內航空、鐵路及道路之間的聯通。

業務運作數碼化

■ 資助中小企設立電子服務站和採用電子支付；

■ 精簡餐飲業的發牌申請程序；

■ 引入電子旅遊通行證，並建立一站式數碼旅遊資訊平台。

港口、運輸及物流

除了如前所述促進大灣區港口之間的合作，我們希望政府採取以下行動，以保持香港作為國際港口的競爭力：

■ 維持國內航權規定，在航運事務上視香港為中國的一部分；

■ 投放資源發展香港成為智慧港口，以媲美具備更多先進設施的競爭對手；

■ 成立港口管理局，監督港口規劃及發展；

■ 建立倉庫及工業用地儲備。

創新科技

要提升香港的創科樞紐地位，當局必須

持續投放資源。我們建議政府：

■ 以身作則，在運作上增加科技應用，以提升管治及效率；

■ 優先採購初創企業的產品或服務；

■ 建立基礎設施，促進智慧城市和智慧出行的發展；

■ 加快城市規劃及運輸業務數據共享；

■ 以北部都會區作為智慧城市轉型試點，並與大灣區其他城市的政府緊密合作；

■ 擴大香港作為內地與全球各地之間的數據和科技超級聯繫人角色。

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僱主與僱員指引 -
如何處理減薪及裁員

Guidelines on What to do if Wage Reductions
and Retrenchments are Unavoidable



處理減薪及裁員須知

Do's and Don'ts -
When Wage Reductions and
Retrenchments are Unavoidable



中文版



English Version

面對業務及經濟困難，僱主無可避免要減薪及裁員時，請注意：

🗨️ 僱傭雙方應進行坦誠的磋商

📖 僱主應考慮僱員的需要，並遵守《僱傭條例》和相關法例的規定，以及僱傭合約的條款

📅 在採取減薪行動前，僱主須事先取得僱員的同意，並給予僱員足夠的時間考慮

In face of business problems and economic downturn, when employers find wage reductions and retrenchments unavoidable, please note:

🗨️ Employers and employees should have frank and sincere discussions

📖 Employers should consider the needs of employees and comply with provisions of the Employment Ordinance and relevant legislation as well as the terms of employment contracts

📅 Before adopting a wage-reduction exercise, employers should obtain consent from employees and give them sufficient time to consider the proposal

查詢 Enquiries

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Offices of Labour Relations Division,
Labour Department

2717 1771

(此熱線由「1823」接聽)

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Closed Borders Taking a Toll

封關打擊各行各業

Chamber survey finds that majority of companies have been significantly affected by Hong Kong's ongoing travel restrictions
總商會調查結果顯示，香港持續實施旅遊限制，令大部分企業營運大受影響

More than two and a half years of the Covid-19 pandemic and ensuing restrictions have exacted a heavy toll on Hong Kong and local businesses. According to the International Monetary Fund, Hong Kong is projected to rack up a cumulative GDP loss of HK\$1,900 billion over the five-year period from 2020 to 2024. To put this into perspective, the Lantau Tomorrow Vision project is estimated to cost approximately HK\$600 billion.

As a small and open economy, Hong Kong is expected to be badly affected, due to the sustained effects of closing its doors to

contain the coronavirus. This is borne out by findings from a Chamber survey conducted in May, when an overwhelming majority (86%) of respondents said that their businesses have been "highly" (22%) or "very highly" (64%) affected by the imposition of travel and quarantine rules since the outbreak in 2020 (Figure 1).

The isolationist nature of the city's Covid policy inevitably translates into constraints on commercial activities. As restrictions continue to hold sway, these have undercut businesses' ability to conduct face-to-face meetings with overseas

clients, which have in turn impacted both existing relationships and new opportunities (Figure 2).

Although the pandemic has fast-tracked the use of online tools and virtual meetings, these are no substitute for in-person interactions, especially in instances where physical examination of a product is required.

Travel restrictions are also impeding companies' ability to maintain normal operations due to the loss of staff. Another example of costly disruptions is project delays caused by interrupted access to specialized technical support that is only

Figure 1 圖一

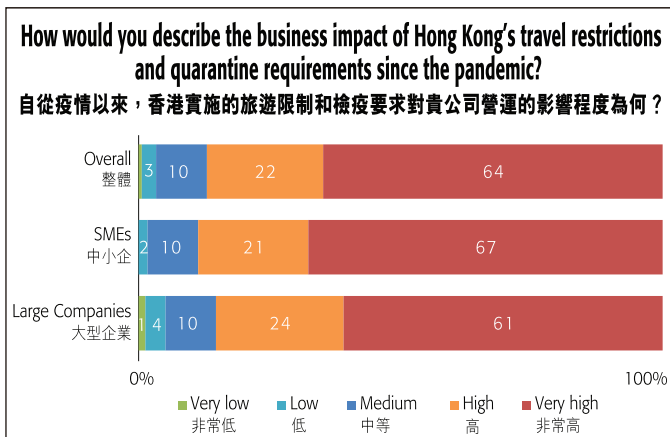
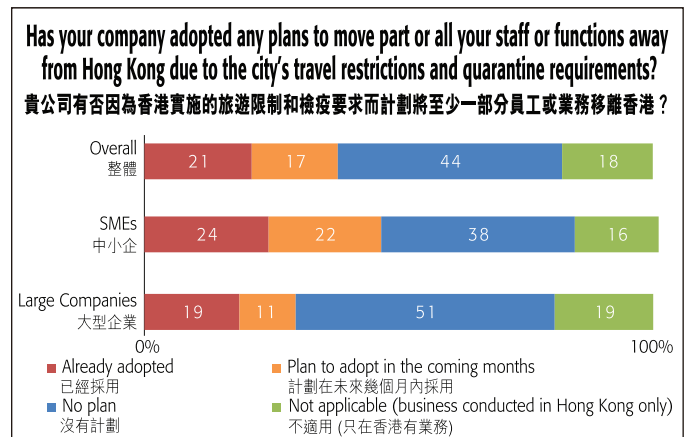


Figure 3 圖三





available from trained personnel based overseas.

As most jurisdictions have already relaxed their Covid response strategies, there are growing questions among businesses over the viability of maintaining a presence in Hong Kong. This is reflected in the Chamber's survey findings, where a total of 38% of

respondents said that they had already adopted plans to relocate from the city (21%), or were making plans to do so over the coming months (17%) (Figure 3).

Among these, 63% described such a move – often accompanied by the loss of talent and expertise – as being “both temporary and permanent,” while 14% said this

was long-term (Figure 4). This is a worrying development because the trend could snowball due to the clustering effect – a phenomenon where companies from the same industry come together to enjoy economies of scale and reap the benefits of higher productivity and synergistic innovation. As companies abandon Hong Kong, irreversible

Figure 2 圖二

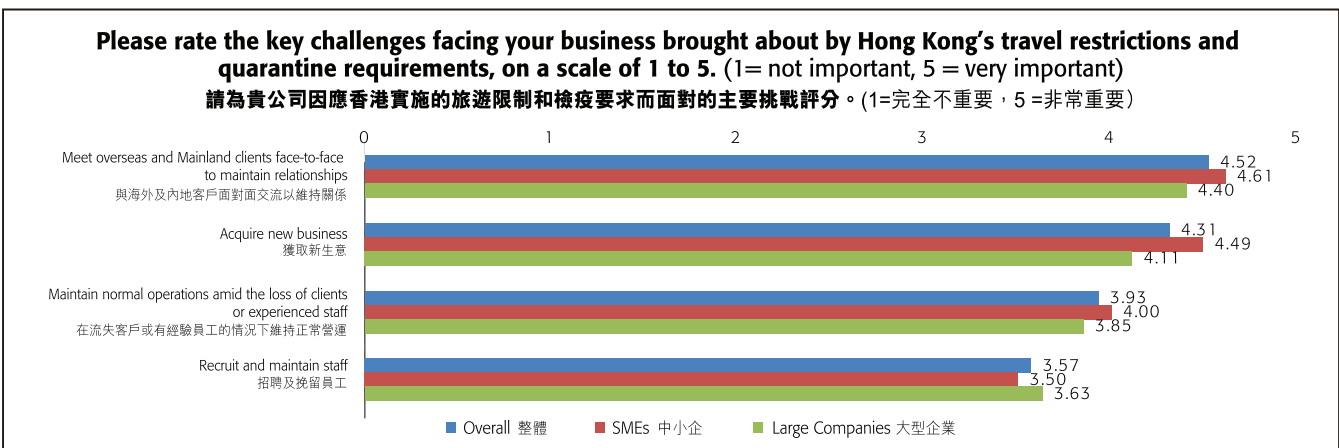


Figure 4 圖四

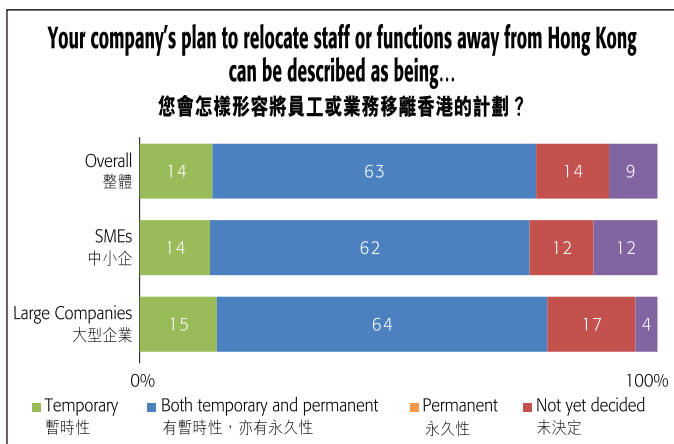
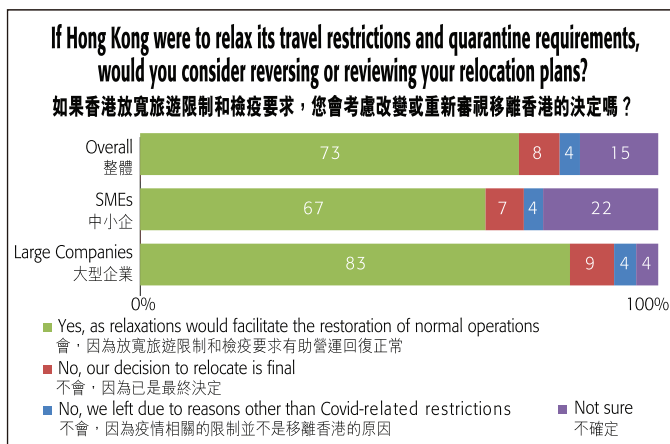


Figure 5 圖五



damage could be wrought on our standing and function as a premier business and financial centre. To stave off such a development, urgent action is needed to reopen borders and normalize international connectivity. This is borne out in the survey findings, with some 73% of respondents who were making relocation plans indicating their willingness to reconsider their decision to leave if Hong Kong were to ease its travel and quarantine

requirements. However, that still suggests that as many as 27% of companies will not return (Figure 5). The recent shortening of the mandatory hotel stay for incoming visitors, from seven to three days followed by four days of home medical surveillance, is therefore a positive development. That being the case, visitors without a home in the city will still have to reserve a room in designated hotels for the entire seven days of quarantine,

although they may visit certain places like shopping malls and department stores during the surveillance period. If international confidence in Hong Kong and connectivity with the rest of the world are to be restored, a further relaxation in restrictions is needed. This is supported by our survey findings where 82% of respondents said that existing quarantine requirements were “too stringent”. Nine out of ten (91%)

Figure 7 圖七

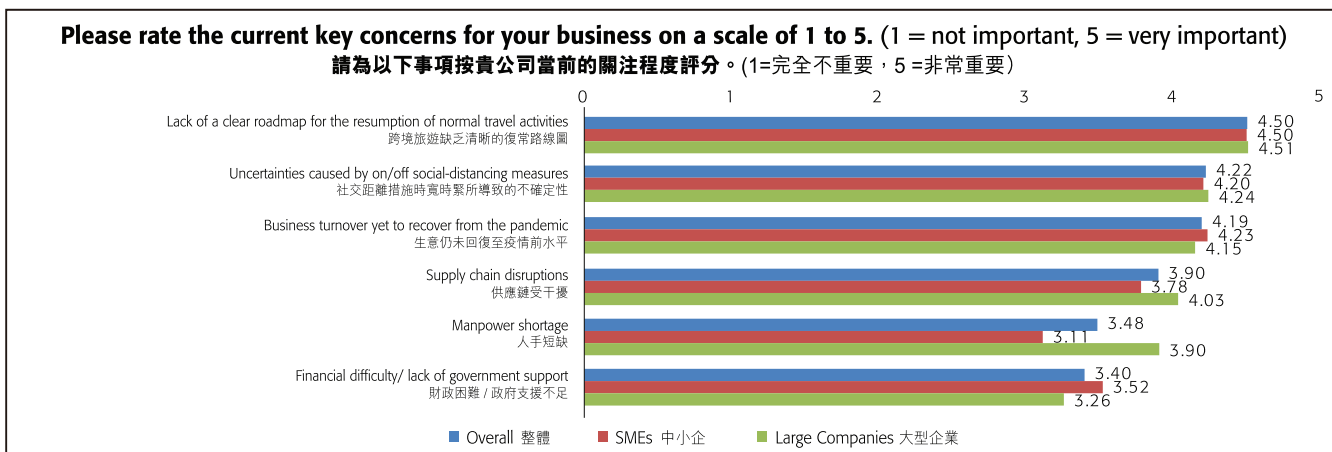
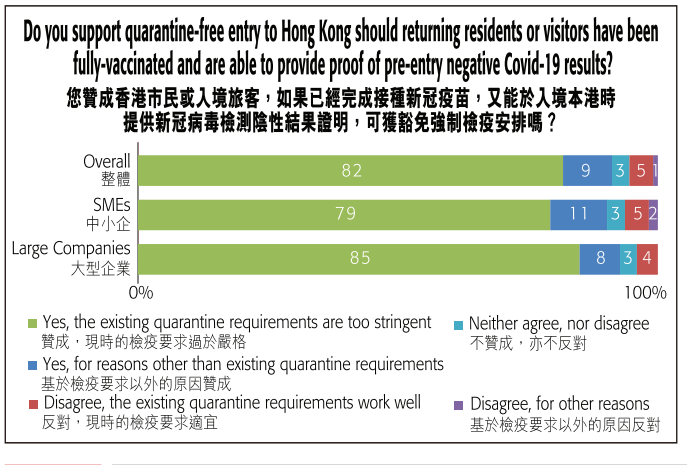


Figure 6 圖六



respondents favoured quarantine-free entry, if travellers to Hong Kong were fully vaccinated and had presented a negative Covid test result prior to entry (Figure 6).

For businesses, the biggest concern was centred on the lack of a clear road map for the normalisation of travel activities, followed by uncertainties caused by fluctuations in social-distancing measures. These challenges were compounded by manpower shortages and the brain drain, problems that are especially acute for larger companies – a finding consistent with results from the Chamber’s Brain Drain survey conducted in January 2022 (Figure 7).

When asked about the priorities of the new administration, respondents said they hoped that Hong Kong would rebuild its image as an open, dynamic and international city with a phased approach to restoring normality through an initial re-opening of the border to the rest of the world, followed by the border with Mainland China. Another concern is

“re-establishing international connections and promoting Hong Kong externally,” which the business community hopes the new term government will address as a matter of priority (Table 1).

The operating environment is fraught with uncertainties caused by a myriad of factors from within and without. As Hong Kong continues to be hammered by a perfect storm of prolonged Covid-related border controls and rising geopolitical tensions, the Chamber lowered its economic forecast for 2022 to -0.5%

on 4 August, compared to its February estimate of 1.2%.

Hong Kong has a strong record of rebounding from crises and it is hoped that the city and its residents will be able to overcome the existing set of challenges. That being the case, these are unprecedented times. Hong Kong’s ability to pull off another comeback will depend on whether we can convince people and investors that the city remains a dynamic, inclusive and welcoming place to visit, study, work and live in.

Table 1 表一

Please rank the top five areas that you think the new administration should give priority to.
 請依序列出您認為新一屆政府應優先處理的五項議題。(1= the highest priority and so on 1= 最優先，如此類推)

Areas 議題	Overall 整體	SMEs 中小企	Large Companies 大型企業
Re-open border to the rest of the world (ex-China) 恢復與內地以外的其他地方通關	1	1	1
Re-open border with Mainland China 恢復與中國內地通關	2	2	2
Re-establish international connections and promote Hong Kong externally 重塑國際聯繫及對外宣傳香港	3	3	3
Increase land and housing supply 增加土地及房屋供應	4	6	4
Improve public governance and maintain a safe business environment 改善政府管治及維持安全營商環境	5	5	6
Provide financial support to relaunch the economy 提供財政支援以復蘇經濟	6	4	9
Control the pandemic and improve the healthcare system 持續抗疫及改善醫療系統	7	7	8
Capitalise on opportunities with the Greater Bay Area and Belt and Road Initiatives 利用大灣區和「一帶一路」倡議帶來的機遇	8	8	7
Promote innovation & technology and smart city development 促進創科及智慧城市發展	9	9	10
Increase talent availability 增加人才供應	10	11	5
Improve social mobility and reform the education system 提升社會向上流動性及改革教育制度	11	10	11
Protect the environment 保護環境	12	12	12

新冠病毒疫情爆發至今超過兩年半，加上伴隨而來的種種限制措施，令香港和本地企業大受打擊。國際貨幣基金組織預測，香港經濟在2020至2024年期間累計損失將達到1.9萬億港元。相較之下，「明日大嶼願景」工程造價估算約為6,000億港元。

香港作為細小的開放型經濟體，持續實施邊境防疫限制會帶來負面影響。總商會在5月進行的一項調查顯示，絕大多數（86%）受訪企業表示自2020年疫情爆發後實施的旅遊和檢疫規定對其公司營運的影響程度為高（22%）或非常高（64%）（圖1）。

本港防疫政策的本質在於對外作出一定程度的隔絕，而這無可避免會妨礙商業

活動。鑒於限制措施持續，受訪企業指出與海外客戶面對面交流受阻，難以維持關係和拓展新生意（圖2）。

疫情促進了網上平台和虛擬會議的應用，但面對面的互動交流仍然難以被取代，尤其是產品檢驗等工序必須透過實體形式進行。

旅遊限制亦引發員工流失，而且難以填補，有礙公司維持正常營運。此外，專業海外人員未能來港提供技術支援，導致項目延誤，成本增加。

隨着大部分地區放寬防疫對策，企業繼續在港經營不再是理所當然。總商會的調查結果反映，共有38%受訪公司表示已採取計劃（21%）或正在計劃（17%）在未來數月將業務移離香港（圖3）。

其中有63%形容公司的遷移計劃為「有暫時性，亦有永久性」，另有14%表示計劃是永久性（圖4），而企業離港往往會衍生人才和技術流失問題。企業離港潮令人擔憂，原因是這個趨勢可能會因集群效應而加劇；集群現象是指從事同一行業的公司集中在某地經營，以實現規模經濟、提高生產力和促進協同創新。企業一旦撤出香港，會對本港作為領先商業和金融中心的地位和角色造成無法彌補的損害。

為遏止這一趨勢，當務之急是通關和恢復正常國際往來。從調查結果可見，約73%已採取或正在計劃離港的受訪企業表示如果香港放寬旅遊和檢疫要

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- 2.得獎者將於2022年10月收到確認電郵。
- 3.禮品將會郵寄予得獎者，請確保會員帳戶之登記住址無誤。
- 4.圖片只供參考。禮品數量有限，送完即止。
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- 6.如有任何損壞及遺失，Club Wheelock恕不補發。
- 7.如有任何有關獎品活動之爭議，Club Wheelock保留最終決定權。



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Wheelock Living 




求，他們會重新審視相關決定，但餘下27%的公司或者不會回流香港（圖5）。

抵港旅客強制酒店檢疫期最近從七天縮短至三天，隨後四天接受家居醫學監測，是正面的進展。至於在港沒有居所的旅客，儘管他們在監測期間可進入商場和百貨公司等若干場所，但在七天檢疫期內仍須全程入住指定檢疫酒店。

要恢復國際信心及重建與世界各地的聯繫，進一步放寬限制措施是為必要。調查結果顯示，82%受訪公司認為現時的檢疫要求「過於嚴格」。有九成（91%）受訪企業贊成，抵港旅客若已完成接種疫苗而又能於入境時出示新冠病毒檢測陰性結果證明，可獲豁免檢疫（圖6）。

企業當前最關注的議題，是跨境旅遊缺乏清晰的復常路線圖，其次是社交距離措施時寬時緊所導致的不確定性。人手短缺和人才外流問題亦令企業雪上加霜，其中以大型企業所受的影響較大，而這個情況與總商會於2022年1月進行的人才流失調查結果一致（圖7）。

當被問及新一屆政府應優先處理的議題，受訪企業希望香港分階段復常——先重啟國際旅遊，後與中國內地恢復通關，從而重建香港作為充滿活力、對外開放的國際都會形象。另一關注重點為「重建國際聯繫及對外宣傳香港」，也是商界期望新政府優先處理的事項（表1）。

香港受到內外因素困擾，營商環境充滿變數。面對曠日持久的本地邊境防疫管制措施，加上地緣政治緊張局勢升溫，總商會於8月4日將2022年經濟增長預測由2月的1.2%下調至-0.5%。

過去香港每當遇到危機時，總能迎難而上，但願今次亦能如是；不過，本港當前面對的困難是前所未見，能否再次重整旗鼓，重新出發，取決於我們能否說服市民和投資者，香港依然是個充滿活力、多元共融的城市，也是旅遊、升學、就業和生活的好地方。

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Maintaining Health and Safety at Work

維護職業健康與安全

HKGCC has submitted its response to the consultation on the Occupational Safety and Occupational Health Legislation (Miscellaneous Amendments) Bill 2022. An abridged version of our comment is below; you can read the full submission on our website. 總商會已就《2022年職業安全及職業健康法例（雜項修訂）條例草案》諮詢提交回應。下文為建議書內容節錄，請登入本會網站詳閱全文。

HKGCC agrees with the objective of the Government's proposals, namely to improve health and safety at work. However, we do not agree that it will be achieved by its proposals to:

(a) increase the level of penalties under the legislation by such significant amounts; and

(b) double the period within which a summons may be issued, from six months to one year.

We believe that the Government's objective can be achieved more effectively by different means, as explained below.

Effectiveness of the current approach

The Government's existing "three-pronged approach" to tackling health and safety at work consists of:

- inspection and enforcement of the existing rules
- publicity and promotion
- education and training

The brief itself recognizes that this approach is working: the accident rate

per 1,000 workers dropped by more than 75% between 2000 and 2020.

With this success, a serious question is whether there is any need for more stringent regulatory intervention in the form of the substantially increased penalties that the Government is proposing.

Changing the approach in this way would substantially increase the costs of doing business in Hong Kong, particularly for SMEs, at a challenging economic time when they can least afford it.

At the same time, the brief has produced no evidence to suggest that increasing costs in this way would produce any benefit, let alone a benefit that would outweigh the extra costs for businesses.

Costs of the proposals

One of the Government's proposals is to increase the maximum level of financial penalty for an indictable offence by 20 times its existing level, to HK\$10 million. Although it is

unlikely that a court would ever impose the maximum level, businesses will have to make provision for the possibility of very substantially higher fines, thereby increasing their costs, which may ultimately have to be passed onto consumers in the form of higher prices.

At the same time, such increased risks may deter new entry by businesses, particularly in high-risk industries such as construction, potentially damaging Hong Kong's international competitiveness.

Alleged benefits of higher penalties

The brief asserts that such increased penalty levels are necessary to reduce industrial accidents. The theory is that by dramatically increasing the





maximum penalty levels, businesses will be driven into complying with the rules more than they are currently doing. But the brief does not produce any evidence for this theory.

However, the Government does produce evidence that its existing three-pronged approach, with a strong emphasis on education and training, is producing remarkably positive results.

Logic would suggest that the best way forward is to continue this approach, rather than dramatically increasing maximum penalty levels. In other words, the focus should be on prevention, rather than punishment.

Assessing the amount of penalty

The Government proposes that the courts be required to take into account the convicted company's turnover (or "financial capacity") in assessing the appropriate level of penalty. However, it is not entirely clear whether the relevance of turnover in this respect is just about financial capacity, or whether it is also about ensuring compliance.

In our view, the only objective of taking turnover into account should be to act as a safety mechanism, to ensure that the business in question is not driven into bankruptcy as a result of the fine imposed, which would be counter-productive to competition and the economy.

Doubling the period for issuing summonses

The rationale for the Government's proposal for doubling the permitted period for the authorities to issue a summons, from six months to one year, is not clear from the brief.

We can see clear downsides in doing so. Notably, victims (if alive) or their families wish to see a resolution to their case as soon as possible, as do the businesses that are accused of contraventions.

If the reason is lack of resources, we suggest that the appropriate solution is to devote more public resources to ensuring that the current six-month deadline can be met.

In conclusion

Although the Chamber supports the Government's policy objective of improving health and safety at work, we do not believe this can be achieved by significantly raising penalties, and doubling the period for summonses.

Existing measures have contributed substantially to a reduction in workplace accidents. Unless there are valid reasons to believe these are no longer effective, there is no justification for the introduction of harsher penalties. These would, however, have a chilling effect on businesses, which are already beset by extremely challenging operating conditions.

總商會認同政府改善職業安全及健康的政策目標，惟不同意循以下方式達成目標：

- (a) 大幅提高職業安全及健康法例的罰則；及
- (b) 將發出傳票的時限由六個月延長一倍至一年。

我們認為政府可透過其他方式更有效實現目標，詳述如下：

現行方式的成效

政府現時採取「三管齊下的方式」應對職業健康及安全問題，即：

- 巡查和執行現行規定
- 宣傳和推廣
- 教育和培訓

簡報文件肯定了這種方式的成效：每千名工人的意外率在2000年至2020年期間下降超過75%。

這帶出一個重要問題：既然成效顯著，政府是否有必要提出大幅提高罰則，以作出更嚴格的監管干預？

當局提出的修訂會令香港的營商成本大增，尤其是中小企面對當前經濟難關，實在難以承擔額外的成本。

與此同時，簡報未有提出證據說明如此增加營商成本將帶來甚麼好處，更遑論好處能否抵銷企業付出的額外成本。

方案成本

政府提出的其中一個方案，是提高可公訴罪行的最高罰款額至1,000萬港元，即現時水平的20倍。儘管法庭判處最高罰款的可能性不大，但企業仍要為此作好撥備，導致成本上升，最終或轉嫁消費者。

此外，風險增加可能會窒礙建築一類從事高風險行業的公司進駐，恐令香港的國際競爭力受損。



提高罰則所謂的好處

簡報聲稱當局有必要提高罰則，以減少工業意外，而理由是大幅上調最高罰款額，將促使企業更積極遵守法規，卻未有就此提供任何支持理據。

不過，政府卻提出證據，證明現時着重教育和培訓的三管齊下策略成效顯著。

按照常理，最好的做法是維持現有策略，着眼於預防工作而非大幅提高最高罰款額。

釐定罰款額

政府建議法院量刑時應考慮被定罪企業的營業額（或「財政能力」），但未有闡明營業額是否只關乎財政能力，抑或亦與確保合規有關。

我們認為，將營業額納入量刑考慮的目的只為提供一個安全機制，確保涉事企業不會因被罰款而導致破產，進而影響本港競爭力和經濟發展。

發出傳票的時限延長一倍

簡報未有清楚說明政府建議將發出傳票的時限由六個月延長一倍至一年的理據。這種做法的缺點顯而易見。工業意外受害人（如倖存）或其家屬固然希望個案及早得到解決，被控違例的企業亦然。

倘政府提出有關建議的理由是缺乏資源，我們認為當局應投放更多公共資源，確保在現行六個月的期限內完成調查搜證，方為合適。

總結

總商會支持政府改善職業健康及安全的政策目標，但我們認為大幅提高罰則和延長發出傳票時限一倍，應無助達成目標。

現行措施有助大幅減少工業意外。除非有充分理由證明這些措施不再有效，否則實在沒有理由加重罰則，畢竟此舉會令本已苦苦經營的企業百上加斤。



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Europe Goes Circular: What's in It for Hong Kong?

歐洲邁向循環經濟：對香港有何啟示？

Measures enacted under the E.U. Green Deal usher in a new era of sustainable production globally, with potential opportunities for Hong Kong and the GBA

《歐洲綠色政綱》提出的措施帶領全球進入可持續生產新時代，為香港和大灣區開創機遇

In the European Union recently it has been a case of another day, another directive.

Anyone who doubted the commitment of the E.U. to deliver on the European Green Deal, announced in autumn 2019, need only review the legislative measures enacted since then to understand just how far-reaching the deal will be.

Since the beginning of 2022, the E.U. has published a number of measures: on sustainable products, targeting the textile, construction and electronics industries; on a sustainable industrial agriculture sector; on packaging and packaging waste, which engage producer responsibility; on biodegradable and other sustainable plastics; and finally on biodiversity and reducing pesticide, for agriculture and food, under its Farm to Fork strategy.

Though some of these are only proposals, they will have widespread implications for any company that wants to sell, produce products for, or serve the E.U. Products will need to meet sustainable design criteria, adopt standards for traceability and tracking their environmental

impact, be packaged sustainably, and incorporate built-in circularity.

From an opportunity perspective, new markets for sustainable materials, recycling and reuse will need to be created to support this transition.

What does this have to do with Hong Kong? Although none of these proposals, or regulations, extend beyond the 27 E.U. members, three factors will ensure that the E.U. Green Deal is likely to be felt far beyond the borders of the bloc.

Firstly, supply chains are global, which means that standards that apply to goods sold within the E.U. will actually be implemented by manufacturers, processors, and even farms operating thousands of miles offshore. For such producers, margin is a function of driving simplicity and scale. As a result, a regulation affecting assembly lines for goods destined for the E.U. may also affect goods going to the United States or even Asia, as manufacturers seek to drive scale in purchasing sustainable materials and manufacturing.

Secondly, on the other end of the supply chain, a company that sells into the E.U. may discover that

abiding by the E.U.'s directive that "all packaging in the E.U. is reusable or recyclable in an economically viable way by 2030" will actually save costs by reducing the overall amount of packaging, while simplifying its design to enable recuperation and recycling.

Thirdly, although the E.U. may today seem to be a global anomaly with its proactive approach to Covid recovery spending, sustainable products, circularity, biodiversity, sustainable finance and the like, it could also become a forerunner and standard setter. This has historically been the case, particularly regarding the environment, where the E.U. has not shied away from using policy to drive market change.

Europe was the first major region to commit to net zero, and although it has taken several years, today nearly 90% of the world's economies have made such a commitment.

The recent endorsement of a new United Nations resolution by 175 nations to end plastic pollution and forge an international legally binding agreement by the end of 2024 to address the full lifecycle of plastic, including its production, design, and

Pamela Mar (left), Managing Director, ICC Digital Standards Initiative, and
Jeanne Ng (right), Chief Sustainability Officer, BlueOnion Limited
國際商會數碼化標準倡議董事總經理馬家敏 (左)、BlueOnion Limited可持續發展主管吳芷茵 (右)



disposal, does seem to signal the beginning of the global circularity movement.

What does this mean for Hong Kong companies? For Hong Kong businesses that sit across manufacturing supply chains – or any services going into manufactured goods – the evolution of E.U. sustainability requirements should be reason enough to take note.

Whether or not your company will be directly affected by new compliance requirements, it is likely that your suppliers, designers, transport providers and financiers will eventually be affected. It is no longer about avoiding the impact, but about understanding what the new normal of sustainable products means as an opportunity.

Beyond the European push towards circularity, there are compelling local reasons for thinking strategically

about circularity, even in the absence of clear local policy directives. Put simply, circularity answers all the questions about the livability of our city and future lifestyle, beyond the big picture of net zero.

A circular economy will enable us to live, move around, consume, wear clothes, and indulge in pleasures that make life worth living as it transforms these actions into parts of a sustainable whole. In other words, we need circularity – and deliberate steps towards sustainable products, recycling and waste management, sustainable buildings and conservation – to be able to live well and within our ecological means.

Beyond this, we have heard much about Hong Kong's future opportunities within the many markets that China is creating. The Central Government has already made its commitment to circularity

clear with the National Development and Reform Commission's announcement in July 2021.

Four decades ago, Hong Kong helped to transform Guangdong Province, and the rest of China, by realizing that we can achieve more as part of an ecosystem than individually. In doing so, we helped to make China the factory of the world.

Today, we face the same opportunity with regard to circularity: can we imagine a circular economy that incorporates the financing, know-how and services of Hong Kong together with the innovative, industrial and human infrastructure of the rest of the Greater Bay Area (GBA)?

Admittedly, this vision could be a long way off. But we can start on it today, by bringing companies together to educate, engage, and pursue the technologies that will help make sustainable lifestyles attainable within the next decades.

Could Hong Kong be a centre of excellence within the GBA for setting product and services standards, assurance and testing, as well as training and developing the relevant talent and new professional industries to deliver on the circular economy? All these are ours to imagine, and deliver.

Where there is risk, there is always opportunity.

The Hong Kong business community is encouraged to consider the new opportunities that environmental trends like the circular economy may bring, as opposed to only focusing on meeting regulation and avoiding additional burdens imposed by risk and compliance. The question for us is whether we as a business community will understand the future net zero and circular economies, and in doing so, write ourselves into them at the centre.

近期歐洲聯盟接連頒布多項新指令。

自2019年秋季發表《歐洲綠色政綱》（《政綱》）以來，歐盟已採取多項影響深遠的立法措施，其實踐《政綱》的決心毋庸置疑。

歐盟今年公布了一系列措施，包括針對紡織、建造和電子業的可持續產品政策、可持續工業化農業政策、包裝和包裝廢物生產者責任制、可生物降解和可持續塑膠政策，以及在「從農場到餐桌」策略下農業和食品的生物多樣性和減用殺蟲劑政策。

儘管部分僅為政策倡議，有關變動卻會對有意於歐盟生產、銷售產品或提供服務的企業造成廣泛影響。產品須符合可持續設計和環境影響追溯標準、採用可持續包裝，以及可循環再用。

從機遇的角度來看，為促進循環經濟轉型，可持續物料、循環再造及重用市場將應運而生。

這對香港有何影響？雖然上述建議和規定只適用於27個歐盟成員國，以下三大因素將令《政綱》的影響力大幅延伸至歐盟以外的地區。

首先，全球供應鏈環環相扣，意味遠在千里之外的製造商、加工商以至農場都要遵守在歐盟境內銷售產品的標準。對製造商來說，精簡流程和擴大規模為提升利潤之道。因此，如新規定影響銷往歐盟商品的生產線，製造商會在採購可持續物料和生產的過程追求規模經濟效益，而這有機會同時影響銷往美國以至亞洲的貨物。

第二，歐盟指令訂明「到2030年，歐盟的所有包裝必須能以在經濟上可行的方式重用或循環再造」。在供應鏈的另一端，向歐盟銷售貨品的企業或會發現，為遵守這項規定而改用可復原和循環再造的簡單包裝，將有效減少包裝物料的消耗量，從而節省成本。

第三，歐盟就疫後復蘇支出、可持續產品、循環性、生物多樣性和可持續金融等議題採取積極行動，在現階段可說是

Circularity answers all the questions about the livability of our city and future lifestyle, beyond the big picture of net zero.

循環經濟不僅是邁向淨零排放的關鍵，亦能令我們的城市變得更宜居，定義未來生活。

國際社會上的異數，但日後或會成為促成全球標準的先驅。類似情況有先例可循，尤其是在環境方面，歐盟一直透過推出政策驅動市場轉變。

歐洲是首個承諾實現淨零排放的主要地區，經過數年努力，如今全球近九成經濟體亦已就此作出承諾。

最近，全球175個國家在聯合國大會上通過制定《全球塑膠公約》，預期將在2024年底前達成具法律約束力的協議，合力終止塑膠污染。協議將涵蓋生產、設計到棄置塑膠的整個生命週期，標誌着全球循環經濟運動的開始。

這對港企有何意義？對身處製造供應鏈（或提供任何與製造貨品相關的服務）的企業來說，歐盟就可持續發展作出的法規調整不容忽視。

無論會否直接受新法規要求影響，貴公司的供應商、設計師、運輸營運商和融資人最終都可能受到影響。因此，問題已不再在於如何免受影響，而是要了解可持續產品新形態所帶來的機遇。

隨着歐洲全力推進循環經濟發展，香港企業即使欠缺清晰的本地政策指引，亦有充分理由着手探討循環經濟策略。簡單來說，循環經濟不僅是邁向淨零排放的關鍵，亦能令我們的城市變得更宜居，定義未來生活。

循環經濟重塑我們的衣食住行和享樂方式，將生活各個層面轉化為可持續發展的元素，為人生賦予意義。換言之，我們要致力完善可持續生產、循環再造和廢物管理，以及可持續建築和保育，邁向循環經濟，方可在生態系統可承受的範圍內實現美好生活。

除此之外，中國現正開拓多個新市場，為香港創造未來機遇。國家發展和改革委員會已在2021年7月發表公告，為發展循環經濟作出明確承諾。

香港在40年前曾協助廣東省和內地其他地區進行轉型——與其單獨行事，不如融入成為整個生態系統的一部分，以發揮更大的效用，推動中國發展成為世界工廠。

今天，機遇同樣就在我們眼前：香港具備資金、專業知識和服務，若再結合大灣區其他城市的創新、工業和人力基建，能否成功打造循環經濟？

誠然，這一願景還很遙遠，但我們何不立即行動，與其他企業聯手教育大眾、積極參與，並促進科技發展，一同為未來數十年實現可持續生活方式努力。

香港能否成為大灣區楷模，在制定產品和服務標準、品質保證及測試，以及培訓相關人才和發展專業新產業方面精益求精，助力實現循環經濟？只要放膽想像、努力耕耘，必有所成。常言道：「有危自有機」。

香港商界應探討循環經濟等環境趨勢帶來的新機遇，而非只着眼於如何符合規定，或規避額外的風險和合規負擔。真正的問題在於商界是否對未來的淨零排放和循環經濟有所了解，並投入參與有關發展。

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Driving Digital Efficiency

提升數碼效益

YOOV's online platforms help businesses to save time and resources by digitizing their operations
YOOV 網上平台協助企業實現數碼營運，節省時間和資源

You might expect that the person behind a successful cloud-based technology start-up would be a tech wizard. In fact, Phil Wong, CEO of YOOV, is a surveyor by training and initially worked in banking and real estate. It was when he moved to a different sector, to establish a franchise of an English learning centre, that he spotted a major opportunity.

Wong quickly realised that the centre's HR processes were very time-consuming. Approving annual leave, for example, involved forms being printed, signed, scanned and emailed multiple times.

"I encountered so many inefficiencies in the operation," he explained. "I had the idea to automate the system, and



"Many SMEs and companies already have a lot of data in our platform, such as revenue, expenses and staff payroll. So we can use the most updated data to do credit assessment for lending."

realised that this was also a way to help other SMEs in Hong Kong."

From this idea, YOOV was launched in 2016, and the language centre became one of the company's first clients. Now, requesting and approving leave can be done with just a few clicks on a mobile phone, and YOOV has gone on to develop digital solutions across a wide variety of business operations.

"YOOV is an enterprise solution service provider," Wong explained. "So we help companies to digitalise their workflow and data management"

The company's first products were software services for human resources management and workflow approval management, especially designed for SMEs in Hong Kong.

“You can use our system to manage and digitalise your human resources and related workflow, such as expense reimbursement and payroll,” Wong said.

On the approval side, projects can be approved digitally at different stages of the process, reducing paperwork and greatly improving speed and efficiency – and ultimately reducing costs for businesses.

No-code solutions

Following the success of their HR and workflow platform, YOOV started receiving requests for similar solutions for other business areas, like customer relationship management and inventory management. But as the requests snowballed, it was difficult to keep up.

“Initially, we tried to customize different systems for each client, but we found that they all had different requests,” Wong explained. “We can do one, we can do ten, but we can’t do hundreds.”

This led to YOOV establishing a no-code development platform. It has templates that businesses can adapt for their own data management and workflow needs, even if they don’t have a lot of IT knowledge.



“No-code means the clients can develop their own software or net applications through our platform, without any programmers.”

This service was an immediate success, particularly among YOOV’s SME clients that usually do not have the technology or engineering expertise to create their own online platforms. Then, in 2020, the arrival of Covid triggered a further surge in demand.

“Suddenly, all companies needed to work from home, so they needed to digitalize their operations to manage their businesses more efficiently,” Wong explained.

Besides the workflow and HR platform, which can be used and adapted by any business, YOOV has also developed a number of products for specific industries, including catering, property and clinic management.

Last year, the company expanded into the financial services area, particularly in lending and insurance for SMEs.

Wong explained that banks and traditional lenders need to see a lot of supporting documents like audit reports and banks statements before they will make loans to businesses, but many SMEs do not have enough up-to-date paperwork. YOOV, however, is able to access the information needed to assess companies’ repayment ability.

“Many SMEs and companies already have a lot of data in our platform, such as revenue, expenses and staff payroll,” he said. “So we can use the most updated data to do credit assessment for lending.”

On the insurance side, it is a similar concept – YOOV has a lot of information about staff compensation and other details, so it can provide

insurance companies with the latest and most accurate information.

This helps SMEs by saving them a lot of time and effort, and can also reduce their premiums. With financial services now added to its suite of services, YOOV is now offering a substantial ecosystem for its SME clients.

Rapid growth

In just a few years since its launch, the company has grown rapidly, and now has more than 15,000 corporate clients across 50 different industries, and more than 200 staff.

Such rapid growth has presented some hurdles. Like many businesses, YOOV has faced manpower challenges, especially engineers and programmers. To help solve this issue, the company has opened two offices in China to better access Mainland programming talent.

Having attained considerable success in the Hong Kong market, the company is now setting its sights further afield. In particular, YOOV is looking at markets in Southeast Asia, Belt and Road countries, and Latin America, and already has secured a number of contracts in overseas markets.

In Panama, for example, YOOV is working with the government to help around 3,000 businesses in the country's free trade zones to digitalize their operations. In

Malaysia, meanwhile, the company has a contract with the government to help the nation's million-plus fishermen and farmers to digitalize.

"Developing countries can be more accepting of new technologies to help them to ease their operations," Wong said. "This is reflected in China, which is already a very high-tech country, more so than Hong Kong and many other developed economies."

While it has ambitious plans for expanding overseas, YOOV remains rooted in Hong Kong. As Wong noted, businesses here benefit from the protection of a well-established legal system, and a financial system that enables companies to operate smoothly.

And there is still plenty of scope for growth in Hong Kong, as many local businesses still rely heavily on paperwork, or have not advanced beyond using Excel to manage their operations. Wong said that he hopes YOOV's services can help fellow Chamber members to improve their operations and boost efficiency.

The arrival of the pandemic was a wake-up call for many companies, and opened the eyes of business owners to the wide range of business operations that can be moved online, saving time and resources.

"From now on, the trend for digitalization will be faster and faster," Wong said.

外界可能普遍認為，一家成功的雲端科技初創公司背後必然由一位科技奇才掌舵，但事實並不然。YOOV 行政總裁黃靈恩本身擁有測量師資格，原先從事銀行和房地產業，其後毅然轉行，開設特許經營英語學習中心，從中洞悉巨大的機遇。

黃靈恩隨即發現公司的人力資源流程十分耗時，以批核僱員年假為例，過程涉及列印、簽署、掃描和電郵表格等多重工序。

他解釋：「公司的業務運作缺乏效率，驅使我設計自動化系統，從而幫助香港其他中小企。」

於是，YOOV 於 2016 年誕生，英語學習中心便成為其首批客戶之一。如今只需彈指一按，即可透過手機申請和批核假期，而 YOOV 亦繼續為不同營運部門開發數碼解決方案。

黃靈恩解釋：「YOOV 為企業提供各種方案，協助實現工作流程和數據管理數碼化。」

人力資源管理和工作流程審批管理軟件服務為該公司推出的首批產品，專為本港中小企而設。

黃靈恩說：「客戶可利用我們的系統以數碼方式管理人力資源及開支報銷、發薪等相關工序。」

審批方面，不同階段的項目皆可透過電子方式進行審批，除了可減少文書工作，大幅提升工作進度和效率，亦能為企業減省成本。

無程式碼解決方案

人力資源和工作流程服務平台成功推出以來，YOOV 開始陸續收到客戶查詢，要求定製客戶關係和庫存管理等其他業務範疇的解決方案。不過，由於訂單愈來愈多，實在應接不暇。

黃靈恩指出：「最初我們嘗試為每位客戶度身訂做系統，但後來發現他們的要求各不相同。設計一個系統當然沒問題，十個也應付得來，但一百個就怨難安排了。」

這促使 YOOV 建立無程式碼開發平台。這個平台提供多個範本，全方位滿足企業的數據管理和工作流程需要，即使不諳資訊科技操作亦可輕易使用。

Company : YOOV Internet Technology Ltd

公司名稱：優科互聯網科技有限公司

HKGCC Membership No. 總商會會員編號：HKY0186

Established 創辦年份：2016

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「我們的平台有不少中小企業和公司的收入、支出、僱員薪酬等大量資料，這些最新數據有助我們進行信貸評估。」

「無程式碼的好處是客戶可透過我們的平台自行創建軟件或網絡應用程式，而無需由編程人員代勞。」

這項服務甫推出便大受歡迎，尤其是 YOOV 的中小企客戶——他們往往缺乏科技和工程方面的專業知識，無法建立自家的網上平台。其後，新冠病毒疫情在 2020 年來襲，令相關服務需求進一步飆升。

「一時間，所有公司紛紛實施在家工作安排，而為了更有效管理業務，他們需要實行數碼營運。」黃靈恩解釋。

除了推出切合任何企業所需的工作流程和人力資源平台，YOOV 還為餐飲、房地產、診所管理等特定行業開發多款產品。

去年，該公司將業務範疇擴展至金融服務，聚焦中小企貸款和保險。

黃靈恩解釋，銀行和傳統貸款機構向企業批出貸款前，會先審閱審計報告、銀行賬單等大量證明文件，而不少中小企卻未能提交較近期的文件。然而，YOOV 能夠掌握所需資料，以評估企業的還款能力。

「我們的平台有不少中小企業和公司的收入、支出、僱員薪酬等大量資料，這些最新數據有助我們進行信貸評估。」

保險業務的運作概念大同小異——YOOV 掌握很多有關僱員薪酬和其他明細的資料，能夠向保險公司提供最新、最準確的資料。

這不但有助中小企省時省力，還能降低保費。YOOV 擴大業務範圍至涵蓋金融服務，為中小企客戶提供了完善的生態系統。

蓬勃發展

該公司在成立短短數年間茁壯成長，如今擁有逾 15,000 名企業客戶，遍及 50 個行業，同時僱用超過 200 名員工。

業務迅速增長亦有其弊處。跟許多企業一樣，YOOV 面對人手不足問題，特別是工程師和編程人員。為解決人才荒，該公司在中國開設了兩個辦事處，以便吸納內地的編程人才。

該公司在香港市場取得佳績後，已把目光放遠至東南亞、「一帶一路」沿線國家和拉丁美洲市場，並已在海外市場訂立多份協議。

舉例說，YOOV 現正與巴拿馬政府合作，協助當地自貿區內約 3,000 家企業實現數

碼轉型。該公司又與馬來西亞政府簽訂合約，幫助國內百多萬名漁民和農民邁向數碼化。

黃靈恩表示：「發展中國家較樂意採用新技術便利營運，例如本身已是高科技國家的中國，其對科技的接納程度遠高於香港和其他發達經濟體。」

YOOV 銳意拓展海外市場，同時繼續扎根香港。黃靈恩認為，本港企業受到完善的法律制度保障，而穩健的金融體系亦確保業務運作暢順。

再者，不少本地企業仍然十分依賴書面作業，又或是只停留於以 Excel 管理業務運作，所以香港市場的發展空間仍然巨大。黃靈恩希望 YOOV 的服務有助總商會會員提升營運效益。

對很多企業來說，疫情猶如當頭棒喝，讓企業東主認識到各式各樣的網上營運工具，有助節省時間和資源。

「從此，數碼化的步伐只會愈來愈快。」黃靈恩說。

Greener Side of the City

城市綠洲

Tung Chung hotel makes the most of its Lantau setting and local community to provide a relaxing break for residents and visitors
位於東涌的酒店融入大嶼山的環境和社區，為市民和遊客打造悠閒假期

The Sheraton Hong Kong Tung Chung Hotel opened its doors in December 2020, in the middle of a global pandemic that has slashed arrival numbers to the city. However, the hotel's location on the beautiful island of Lantau means that it is also a perfect destination for Hong Kong people to enjoy a staycation.

"We are fortunate to have a great product in an extraordinary location with sea views and scenic mountains," said Sander Looijen, Cluster General Manager.

Sheraton Tung Chung offers customers a vibe that is distinct from most other hotels in the city. Guests

can escape from the urban hustle and explore the greener side of Hong Kong on the hiking trails and beaches of Lantau, while the local neighbourhood in Tung Chung offers plenty of relaxed shopping and dining options.

Visitors can also soak up the vacation vibe at the hotel, whether they are working out at the extensive gym facing the sea, relaxing on the pool deck or dining on island-inspired fare at the rooftop grill.

Local communities and global heritage are both key factors for the Sheraton brand – which is part of the Marriott International family – in its hotels around the world.

"Our strength lies in our community," Looijen said. "The sense of community we foster is deeply woven into how our hospitality is brought to life and how we welcome the world, either as guests or in how we work and participate inclusively in our local community."

At the Tung Chung hotel, that means cooperating with local companies and using local products, which creates more business opportunities for the community. When creating its staycation packages, for example, Sheraton partnered with artisan coffee producers and automobile brands to showcase a distinct perspective of Hong Kong.

The use of “made in Hong Kong” products enhances Sheraton’s dishes, giving them a unique local twist. For example, the hotel includes local Mui Wo honey in some of its cocktails and features it as an ingredient in its restaurant dishes.

Community also means great service and creating a sense of comfort and belonging for guests. “No matter how near or far from home, Sheraton fosters a familiar feeling,” Looijen said.

Besides its beautiful Lantau setting, the hotel also benefits from superb connections. Close to the international airport, bridge to Zhuhai and Macao, and a direct train ride into the city, it is a perfect location for business travellers and tourists alike. Sheraton Tung Chung is preparing to welcome many more visitors once our restrictions are eased further. At the same time, it will continue to host local residents, and refine its services as the pattern of travel across the globe continues to evolve.

“We are excitedly anticipating the day when the border is fully open to foreign travellers, and we have plans in place for this,” Looijen said. “However, we will continue to work on innovative projects for our local guests to encourage citizens to explore our Tung Chung community.”

The global pandemic has been an exceptionally challenging time for the hospitality industry, but the success of Sheraton Tung Chung in adapting to the circumstances shows how a creative and collaborative approach can help businesses to get through the hard times.



香港東涌世茂喜來登酒店於 2020 年 12 月開幕，正值全球疫情肆虐，導致訪港旅客人次大跌。不過，酒店坐落於景致優美的大嶼山，正好成為港人享受本地度假的勝地。

酒店總經理樂杰新表示：「我們有幸在這個優越地點開設酒店，海岸和山巒美景盡收眼底。」

有別於其他本地酒店，東涌喜來登酒店的氛圍別樹一幟，讓訪客遠離都市繁囂，投入大嶼山的郊遊徑和沙灘，探索香港綠意盎然的一面。此外，東涌亦提供多元化的休閒、購物和餐飲體驗。

住客還能在寬敞的海景健身室鍛鍊體魄、於泳池舒展身心，又或前往酒店天台的扒房品嚐小島風味佳餚，盡情享受愜意假期。

喜來登是萬豪國際集團的成員，旗下酒店遍及世界各地，本地社區參與和環球服務經驗是品牌賴以成功的要素。

「我們的優勢在於社區連繫。」樂杰新解釋：「我們致力加強社區意識，這理念可體現於團隊的待客之道，以及與本地社區的合作。」

為此，位於東涌的酒店與本地企業攜手合作，採用各種本地產品，為社區開創商機。舉例說，喜來登設計住宿計劃時分別與精品咖啡烘焙師和汽車品牌合作，展現香港獨一無二的魅力。酒店亦搜羅「香港製造」食材，為菜式注入本地特色，例如在雞尾酒和其他菜餚加入來自梅窩的蜜糖。

連繫社區亦體現於酒店提供的優質服務，為賓客帶來賓至如歸的舒適體驗。樂杰新說：「無論您的家鄉近在咫尺或遠在千里，喜來登都能帶來一份親切感。」

除了大嶼山美景，酒店亦享有一流的交通網絡，不僅鄰近香港國際機場和港珠澳大橋，還有鐵路直達市中心，正是商務旅客和遊客的住宿首選。東涌喜來登酒店現正為進一步放寬旅遊限制做好準備，期望迎來更多海外旅客。與此同時，酒店將繼續招待本地市民，以及配合全球旅遊模式的轉變，不斷提升服務質素。

「我們熱切期待香港全面對外開放，並已就此制定計劃。不過，我們將繼續開展為本地賓客而設的創新項目，鼓勵市民探索東涌社區。」樂杰新說。

全球疫情為酒店業帶來空前挑戰，但東涌喜來登酒店因應環境變化靈活調整策略，反映創意和協作有助企業渡過難關。

Company : **Sheraton Hong Kong Tung Chung Hotel**
公司名稱：香港東涌世茂喜來登酒店
HKGCC Membership No. 總商會會員編號：HKS1254
Established 創辦年份：2020
Website 網站：www.sheratonhongkongtungchung.com

Success of Regional Development Strategy

區域發展戰略成效顯著

Report shows how targeted policy support and industry clusters are helping cities to grow and building a more balanced society

報告顯示定向政策支援和產業集群有助城市發展及建設均衡社會

The “Best Performing Cities China Index 2021” from the Milken Institute, now in its seventh edition, highlights the urban centres that saw the most rapid economic development over the year. Perry Wong, the Milken Institute’s Managing Director for China and author of the report, shared the key findings at a seminar on 26 July and discussed the country’s regional development strategy.

Wong said he prefers not to use the word “model,” when referring to China’s development, which implies a static plan.

“I would rather call the last 35 years a non-stop continuous evolution of adapting to each stage of development,” he said.

China’s reform and opening-up policies have not followed a steady path, and there has been a lot of back-and-forth, with liberalization sometimes

followed by restrictions. But the broader direction has remained the same, Wong said, aiming to build a better society, stronger economy, and lift citizens out of poverty through three key strategies: urbanization, industrialization and industry clusters.

These industry clusters play an important role in the country’s regional development. Wong noted that they are not unique to China, and have also shaped the economic growth of Taiwan and South Korea. But outside China, industry clusters have tended to evolve over a longer time period as connections develop among related sectors.

In the United States, for example, a biochemical and pharmaceutical cluster stretches from Boston to Washington DC, connecting players including hospitals and universities in New England, pharmaceutical

firms in New Jersey and Delaware, and policy experts in the capital.

In China, however, the Central Government has actively promoted industry clusters, which greatly shortens the time span for their development.

Wong explained that the index uses a wide range of available economic information including employment, FDI, output, and the percentage of the economy that is high-value sectors.

“This year’s ranking is one of the most pronounced in terms of demonstrating how policy helps drive the growth rate in certain regions,” he said.

This year, Haikou in Hainan Province is ranked number one among first- and second-tier cities, demonstrating the impact of a range of measures.

“Around five or six years ago, the Central Government started to introduce policies

to make Hainan a more attractive destination for investment,” Wong explained. “They identified several areas including health, finance and retail – in addition to its established tourism industry.”

Then, in 2018, the Central Government made Hainan Province a free trade zone, which further facilitated Haikou’s economic growth.

Ranked second is Guangzhou. Wong noted that large, diverse and stable cities like Guangzhou do not usually





feature so highly, as their growth is likely to be more moderate. But again, policy initiatives are driving the growth.

“Guangzhou’s ranking says a lot about the momentum of the Greater Bay Area,” Wong explained. “The impact of the policies and investment is now showing up in the growth for the city.”

Two other top-ten cities Wong said are worth paying attention to are Wuhan and Changsha.

“The Chinese government wants to grow the big cities in the central region, like in the landlocked provinces of Anhui, Hubei and Hunan. These were kind of forgotten during the first 20 years of China’s opening,” he said.

Now, the focus has shifted as the Government aims to share the country’s equity more evenly among all its citizens. “If we want to achieve a stable consumer-based economy in China, we need everyone to shine.”

To encourage growth in these central cities, the Government has allocated preferential treatment – not necessarily capital. There are also policies to link production facilities with local research and development, and to connect them with more advanced cities.

The Index has a separate ranking for third-tier cities. An interesting development in this year’s list is that five of the cities in the top ten are in Anhui Province. Various

reasons have spurred Anhui’s recent growth, including the development of high-speed rail lines. The growth in these cities also demonstrates the success of the Government’s poverty elimination efforts in the past six or seven years.

“If you go into the fringe areas of third tier cities, they tend to be very poor and drag down the city,” Wong explained. “The Government has tried to reverse that by investing in a number of areas. Firstly, by building roads to connect the

outer fringe with highways and high-speed rail, which improves mobility and people's access to goods."

It has also encouraged production plants that use low-skilled labour to relocate to these areas, to provide more employment for local people so they don't need to migrate.

Another factor is that Anhui is adjacent to Hunan Province,

and together they make up an agricultural region that benefits from very fertile land, a large population base as well as the recent transportation upgrades. If the technology sector in the region cooperates with the agricultural sector to improve efficiency, the future prospects are promising.

Wong also noted that cities can change course, using

the example of Dongguan. After years of being a hub for low-end manufacturing, the city became a pilot for reindustrialization and largely got rid of these high-polluting industries.

"The companies coming in now have been technology businesses, which shows how policy can work in that particular scenario," he said.

This also shows how development models and industry clusters are not set in stone, and can change quite rapidly given policy support. At the same time, if new measures are deemed to be too drastic, they can be rolled back.

"The Chinese planners and leadership are still finding the best way, and fine-tuning their policies over time," Wong said.

米爾肯研究院發表第七份《中國最佳表現城市指數》報告，評估2021年經濟迅速發展的城市表現。在7月26日的研討會，米爾肯研究院中國區董事總經理及報告作者黃華躍分享報告重點，並剖析國家的區域發展戰略。

黃華躍表示應避免用「模式」一詞來形容中國發展，因為這帶有停滯不前的意味。

他說：「我認為中國在過去35年不斷演變，配合不同的發展階段所需。」

中國改革開放的進程並不平穩，一路上充滿顛簸起伏，往往在開放與限制之間搖擺不定。不過，黃華躍表示整體方向仍維持不變，即透過三大策略——城市化、工業化和產業集群，建設更美好生活、推動經濟發展及帶領人民脫貧。

產業集群在國家的區域發展中擔當重要角色。黃華躍指出這並非

“Guangzhou’s ranking says a lot about the momentum of the Greater Bay Area. The impact of the policies and investment is now showing up in the growth for the city.”

「廣州的排名顯示大灣區勢頭強勁，該市的蓬勃發展反映了政策和投資正發揮作用。」

— Perry Wong
the Milken Institute’s Managing
Director for China

——黃華躍
米爾肯研究院中國區董事總經理



中國獨有的現象，台灣和南韓的經濟增長亦有賴產業集群推動。然而有別於中國，其他地區需要較長時間建立相關行業之間的連繫，從而形成產業集群。

舉例說，美國的生物化學和製藥集群從波士頓延伸至華盛頓，連繫新英格蘭地區的醫院和大學、新澤西州和特拉華州的製藥公司，以及位於首都的政策專家等不同持份者。

在中國，中央政府積極推動國內的產業集群發展，大大縮短了發展過程。

黃華躍解釋，指數採用廣泛的經濟數據，包括就業率、外商直接投資、產出量及高價值產業的經濟佔比。

「今年的排名充分反映政策有效提升部分地區的增長率。」他說。

海南省海口市今年榮膺一二線最佳表現城市榜首，可見一系列措施成效顯著。

黃華躍解釋：「約五至六年前，中央政府開始推出多項政策，提升海南的投資吸引力，除了發展成熟的旅遊業，亦集中發展醫療保健、金融和零售行業。」

其後，中央政府在 2018 年宣布建設海南自由貿易港，進一步帶動海口的經濟增長。

排名第二的城市為廣州。黃華躍指出，多元穩定的大城市增長較為和，不常名列前茅，但受惠於政策措施的推動，廣州同樣增長強勁。

「廣州的排名顯示大灣區勢頭強勁，該市的蓬勃發展反映了政策和投資正發揮作用。」黃華躍說。

RESULTS FROM BEST PERFORMING CITIES CHINA

中國最佳表現城市排名

Ranking 排名

Rank 排名	First- and second-tier cities 一二線城市	Rank 排名	Third-tier cities 三線城市
1	Haikou Hainan (海南省 海口市)	1	Chuzhou Anhui (安徽省 滁州市)
2	Guangzhou Guangdong (廣東省 廣州市)	2	Fuyang Anhui (安徽省 阜陽市)
3	Xi'an Shaanxi (陝西省 西安市)	3	Dongguan Guangdong (廣東省 東莞市)
4	Chengdu Sichuan (四川省 成都市)	4	Jiaxing Zhejiang (浙江省 嘉興市)
5	Shenzhen Guangdong (廣東省 深圳市)	5	Xuancheng Anhui (安徽省 宣城市)
6	Shanghai (上海市)	6	Zhuhai Guangdong (廣東省 珠海市)
7	Wuhan, Hubei (湖北省 武漢市)	7	Ji'an Jiangxi (江西省 吉安市)
8	Beijing (北京市)	8	Bozhou Anhui (安徽省 亳州市)
9	Changsha Hunan (湖南省 長沙市)	9	Lijiang Yunnan (雲南省 麗江市)
10	Zhengzhou Henan (河南省 鄭州市)	10	Maanshan Anhui (安徽省 馬鞍山市)

Source: Milken Institute
資料來源：米爾肯研究院

在十大最佳表現城市中，武漢和長沙亦值得注意。

他說：「中國政府銳意發展中部的大型城市，如安徽、湖北和湖南等內陸省份，這些地區在中國對外開放的首 20 年曾被忽略。」

隨着政府致力與全國更均衡地分享國家財富，現在的焦點有所轉移。「中國要邁向穩健的消費主導型經濟，就要實現全民共同富裕。」

為推動這些中部城市發展，中央政府除了提供資金和推出優惠措施，還透過政策連繫生產設施與本地研發機構，以及促進與較先進城市之間的聯繫。

該指數另設三線城市排名，今年一個有趣的現象是位列前十城市中有一半位於安徽省。當地近期

的增長有賴多項因素配合，包括高速鐵路的發展。這些城市的增長亦證明政府在過去六至七年的減貧工作已取得成果。

「三線城市的邊郊地區十分貧困，以致拖低了這些城市的整體水平。」黃華躍解釋。「政府正嘗試透過投資若干範疇，希望扭轉這個情況。首先，興建道路把邊陲地帶與主要幹道和高速鐵路連繫起來，從而改善流動性，讓居民能夠獲取貨品。」

當局亦鼓勵勞工密集的低技術製造業遷往這些地區，為當地居民提供更多職位，而無需出城打工。

此外，安徽毗連湖南省，形成一個農業地帶，共享肥沃的土地、龐大的人口及最近升級的運輸基

建。若然區內的科技業能與農業合作，提升生產效率，未來前景可期。

黃華躍又指出，城市可以改變發展方向。以東莞為例，該市多年來一直是低端製造業樞紐，如今已成為再工業化的先驅，大部分高污染產業已被淘汰。

「現在進駐的都是科技企業，可見政策措施從中發揮的作用。」他說。

東莞的例子亦說明了發展模式和產業集群並非無法改變的事實，只要有政策支持，也可迅速改變過來。不過，假如新措施被視為過於急進，亦可隨時撤回。

黃華躍說：「中國的發展規劃者和政府領導仍在尋找最佳的政策方案，並會不時作出調整。」



explained that their development has been helped by the expansion of transport infrastructure, the growth of new technologies as well as the government’s promotion of entrepreneurship.

中國的區域發展戰略取得成功，帶動經濟飛速增長。米爾肯研究院中國區董事總經理及《中國最佳表現城市指數》報告作者黃華躍出席本會於7月26日舉辦的線上線下同步研討會，深入剖析國家的城鎮發展模式。

黃華躍介紹最新一份《中國最佳表現城市指數》報告，探討海口、長沙及安徽省部分三線城市排名上升的趨勢。他解釋，擴大運輸基建網絡、創新科技發展及政府鼓勵創業等因素，促進了這些城市蓬勃發展。

China’s rapid economic growth has been driven in part by the success of its regional development strategy. Perry Wong, Managing Director for China at the Milken Institute and the author of the “Best Performing Cities China Index,” shared his in-depth analysis of the country’s urban development at our hybrid seminar on 26 July.

Reviewing the latest index, Wong discussed the rise of Haikou and Changsha in the rankings, as well as some third-tier cities in Anhui Province. He



Efficiency in customs clearance and cargo flow is vital for the success of trade between Hong Kong and the Mainland. At an online meeting on 29 July, Wang Dan Feng, Director of Economic Affairs Department of the Liaison Office of the Central People’s Government in the HKSAR, spoke to members of the Chamber’s China Committee and Shipping and Transport Committee to exchange ideas on how to better facilitate cross-border trade.

They discussed a wide range of issues during the meeting, including logistics facility planning, electronic customs clearance, information sharing, the shortage of cross-border drivers, and the authorized economic operator (AEO) programme.

清關和貨流效率對中港跨境貿易至關重要。在7月29日的網上會議，中聯辦經濟部部長王丹楓與總商會中國委員會和船務及運輸委員會成員交流意見，商討如何促進跨境貿易。

與會者討論了廣泛議題，包括物流設施規劃、電子清關、資料共享、跨境司機短缺及認可經濟營運商（AEO）計劃。



Chamber CEO George Leung attended the “Synergize GBA Forum 2022 – Igniting GBA Opportunities through Embracing Resilience” on 18 August. The event aimed to facilitate communication and collaboration among the government, regulators and senior executives to create long-term sustainable value in the Greater Bay Area. The forum was co-organized by EY Greater China, InvestHK, and the Shenzhen Foundation for International Exchange and Cooperation.

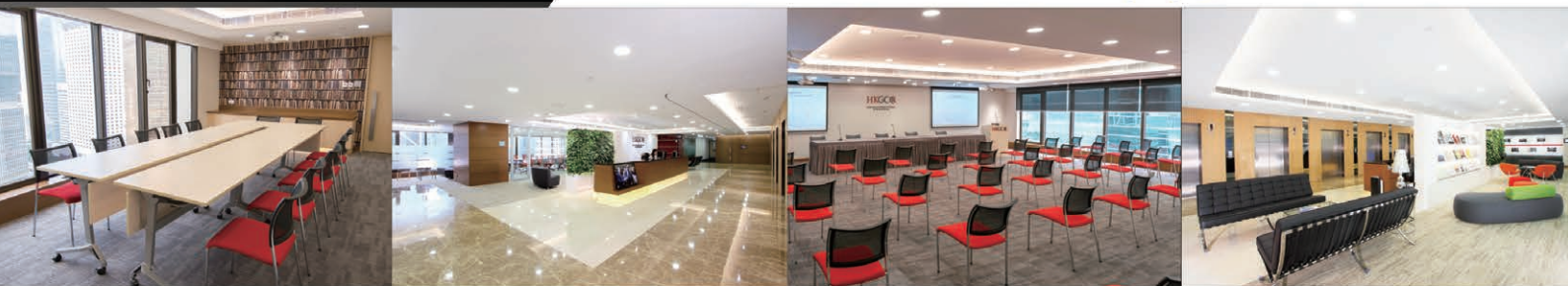
總商會總裁梁兆基於8月18日出席「聚能大灣區論壇 2022—擁抱環球變化 抓緊灣區機遇」。是次活動由安永大中華區、香港投資推廣署及深圳市國際交流合作基金會合辦，旨在促進政府、監管機構及高層人員之間的交流合作，為大灣區創造可持續價值。

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Hong Kong General Chamber of Commerce
香港總商會 1861

Asia & Africa Committee 亞洲及非洲委員會

Deepening Ties with Australia 深化與澳洲連繫

Australia's Consul General Elizabeth Ward and Consul Patrick Orchard visited the Chamber on 9 August to meet with Chamber Chairman Betty Yuen, CEO George Leung and PR and Programs Director Malcolm Ainsworth. During the meeting they discussed the recently announced relaxation of quarantine regulations, the broader impact of Covid on Hong Kong's economy as well as on the Australian and global business environment.

They also discussed the benefits for Australian businesses of setting up in Hong Kong to take advantage of the opportunities offered by the Greater Bay Area and the wider Mainland market.



澳洲總領事華怡德和領事 Patrick Orchard 於 8 月 9 日到訪，與總商會主席阮蘇少涓、總裁梁兆基和公關及項目總監麥爾康會面，商討多項議題，包括最近宣布放寬的隔離檢疫措施、新

冠病毒對香港經濟以及澳洲和國際營商環境造成的廣泛影響。

他們亦談及澳洲企業來港開設業務的好處，其中之一是坐享大灣區以至整個內地市場的機遇。

Closer Connections with Singapore 與新加坡加強聯繫

Consul General of Singapore Ong Siew Gay called on Chamber Chairman Betty Yuen on 16 August to discuss ways that Hong Kong and Singapore can work more closely together. They discussed the impact of the pandemic on the economy of both cities, and the ongoing issue of talent shortages. Both sides discussed ways to strengthen cooperation and partnerships between the business communities in Singapore and Hong Kong.

The Consul General also presented the Chamber with a drawing of Singapore's solar-powered "Supertrees" at the city's Marina Bay, and invited HKGCC to visit Singapore to explore business-to-business collaboration.



新加坡總領事王首毅於 8 月 16 日與總商會主席阮蘇少涓會面，討論香港和新加坡可如何加強合作、疫情對兩地經濟的影響及人才持續短缺的問題。雙方還探討如何加強新港兩地商界的合作。

總領事向本會致送一幅描繪新加坡濱海灣太陽能「超級樹」的畫作，並邀請總商會訪問新加坡，探索合作商機。

Economic Policy Committee 經濟政策委員會

The Chamber organized four focus group sessions on 28 July, 29 July, 5 August and 9 August, to collect members' views for our annual submission to the Chief Executive's Policy Address.

總商會分別於7月28日、7月29日、8月5日和8月9日舉行焦點小組會議，就本年度《施政報告》集思廣益，所得意見將納入本會建議書，以提呈行政長官參詳。



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

A submission on the International Sustainability Standards Board (ISSB)'s two Exposure Drafts on sustainability-related financial information and climate-related disclosures was made on 28 July. In the submission, the Chamber expressed support for the ISSB's initiative to formulate a comprehensive and common set of global sustainability disclosures for businesses to follow, while meeting investor needs for information. At the same time, the Chamber also flagged a number of issues over the proposed standards, as well as the approach to their formulation.

This topic was also discussed at the committee meeting on 3 August, where officials from the Securities and Futures Commission (SFC) spoke on the global regulatory landscape and efforts by financial regulators to establish a common set of international sustainability standards, including that by ISSB.

At the same meeting, Wilson Kwong was re-elected Chairman of the committee while Calvin Kwan and Steve Wong were returned as Vice Chairmen.

國際可持續發展標準委員會 (ISSB) 就可持續相關財務資料及氣候相關披露發表兩份徵求意見稿，總商會於7月28日就此提交建議書，表示支持ISSB就可持續披露制定全面的統一國際標準，為企業提供指引及滿足投資者需要。此外，本會亦就擬議標準和制定標準的方式提出多個問題。

上述議題亦為8月3日委員會會議的議程之一，由證券及期貨事務監察委員會代表介紹全球監管環境，並講解ISSB等金融監管機構制定統一國際可持續標準的工作。

會上，鄭永銓獲選連任委員會主席，關凱臨和黃兆輝獲選連任副主席。

COMMITTEE CHAIRMEN 委員會主席



Americas Committee
美洲委員會
Mr Evaristo Trevino Berlanga



Asia & Africa Committee
亞洲及非洲委員會
Mr Jonathan Lamport
林偉全先生



China Committee
中國委員會
Mr Eric Fok
霍啟山先生



HKCSI – Executive Committee
香港服務業聯盟 — 執行委員會
Mr James Tong
唐偉邦先生



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 Jim Taylor
戴樂生先生



Environment & Sustainability Committee
環境及可持續發展委員會
Mr Wilson Kwong
鄭永銓先生



Europe Committee
歐洲委員會
Mr Davide De Rosa
戴偉德先生



Financial & Treasury Services Committee
金融及財資服務委員會
Mr Harrison Ho
何樂生先生



Industry & Technology Committee
工業及科技委員會
Mr Victor Lam
林凱章先生



Legal Committee
法律委員會
Mr Nick Chan
陳曉峰先生

Europe Committee 歐洲委員會



Learning from Israel's IT Success 以色列資訊科技成功之道

It was a pleasure to welcome Amir Lati, Consul General of Israel, to the Chamber again to exchange ideas on collaboration and how Hong Kong can tap into Israel's expertise in IT and innovation. Chamber Chairman Betty Yuen, CEO George Leung, and PR & Programs Director Malcolm Ainsworth welcomed the Consul General and his colleagues Sindy Man, and Sahar Ken-Tor. He explained that like many countries, Israel also needed more IT talent. Computer Science in education in high schools is entering its fifth decade in Israel, and he suggested this is something that Hong Kong could consider introducing early into schools to help with its goals of developing into an IT and innovation hub for the GBA.

總商會歡迎以色列總領事藍天銘再次到訪，就未來合作及香港如何利用以色列的資訊科技和創新技術交流意見。總商會主席阮蘇少涓、總裁梁兆基和公關及項目總監麥爾康接待總領事及隨行 Sindy Man 及 Sahar Ken-Tor。藍天銘解釋，以色列跟許多國家一樣需要更多的資訊科技人才。電腦科學教育在以色列中學已有 50 年歷史，他建議香港可考慮提早在學校引入電腦科學學科，協助本港發展成為大灣區的資訊科技及創新樞紐。

Doing Business in Central Europe 探索中歐商機

Europe Committee Vice Chairman Wilhelm Brauner and the Chamber's PR & Programs Director Malcolm Ainsworth, had a meeting on 16 August with Anna Dupalova, Head of Economic and Commercial Section, Consulate General of the Czech Republic, and Krisztina Koletar, Hungarian Trade Commissioner, of the Consulate General of Hungary, to discuss a proposal for a seminar on Central Europe. They agreed that the event should cover Czech Republic, Hungary and also Poland, which are viewed as hotspots for manufacturing electronics, automotive and ICT-related products destined for neighboring European countries. The event will take place on 30 September. Members interested in attending can find more details on the Chamber's website.

歐洲委員會副主席鮑拿及總商會公關及項目總監麥爾康於 8 月 16 日與捷克共和國總領事館經濟及商務部主管 Anna Dupalova 及匈牙利總領事館匈牙利貿易專員 Krisztina Koletar 會面，商討將於 9 月 30 日舉辦的歐洲中部研討會事宜。該研討會將介紹捷克共和國、匈牙利及波蘭的商機；這三個中歐國家專門生產電子、汽車和資訊及通訊科技相關產品，再將製成品出口至鄰近的歐洲國家。有興趣出席的會員可到總商會網站了解詳情。

Health & Wellness Working Group 醫療與健康工作小組

Pamela Tin, Head of Healthcare and Social Development at the Our Hong Kong Foundation, spoke on the latest developments in Hong Kong's healthcare system at a meeting of the working group on 2 August. She also discussed a strategic approach to revamping funding for the city's healthcare system to optimise efficiency and outcomes.

在 8 月 2 日的工作小組會議，團結香港基金醫療及社會發展研究主管田詩蓓講解香港醫療系統的最新發展，並討論改革本港醫療融資的策略，以提升效率和成效。



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

Louis Chan, Principal Economist (Global Research) of the Hong Kong Trade Development Council, spoke at a committee meeting on 16 August where he briefed members on the Indo-Pacific Economic Framework, a regional economic and trade initiative spearheaded by the United States. He also discussed the initiative's implications for trade in services in the region. At the same meeting, James Tong was elected Chairman of the committee.

香港貿易發展局首席經濟師（環球市場研究團隊）陳永健出席8月16日的委員會會議，簡介一項由美國牽頭的區域經濟及貿易倡議——印太經濟框架，並討論倡議對區內服務貿易的影響。會上，唐偉邦獲選委員會主席。



Legal Committee 法律委員會



Hong Kong's Employment Ordinance was recently updated to provide legal clarity on labour issues arising from the Government's latest pandemic-prevention measures. At a webinar on 28 July, Michael Szeto, Partner at ONC Lawyers, detailed the key developments arising from the latest changes. He also shared the practical implications of the new law, including how it affects employers' rights in mandating Covid-19 testing and vaccination, dismissing unvaccinated employees, and dealing with employees' requests to work from home.

政府最近修訂《僱傭條例》，從法律角度釐清因最新防疫措施引致的僱傭事宜。在7月28日的網上研討會，柯伍陳律師事務所合夥人司徒肇基闡釋修訂重點，並分享新例的實際應用，包括強制檢測和疫苗接種要求對僱員權益的影響、解僱未有接種疫苗的員工，以及如何處理僱員要求在家工作的申請。

Retail & Tourism Committee 零售及旅遊委員會

On a visit to The Hong Kong Polytechnic University's School of Hotel and Tourism Management (SHTM) on 27 July, Chamber visitors met with Dean Kaye Chon, who introduced SHTM's mission and its approach to nurturing students to be future hospitality leaders. Members also visited SHTM's broad range of training facilities and resources, as well as its teaching and research hotel, Hotel ICON.

總商會會員在7月27日到訪香港理工大學酒店及旅遊業管理學院，期間院長田桂成教授介紹學院培育學生成為未來款待業領袖的使命和教學方式。會員還參觀了校園內多項培訓設施及教學研究酒店——唯港薈。

COMMITTEE CHAIRMEN 委員會主席



Manpower Committee
人力委員會
Mr CK Lee
李志強先生



Membership Committee
會員關係委員會
Ms Agnes Chan
陳瑞娟女士



Real Estate & Infrastructure Committee
地產及基建委員會
Mr Eric Ma
馬紹祥先生



Retail & Tourism Committee
零售及旅遊委員會
Ms Nikki Ng
黃敏華女士



Shipping & Transport Committee
船務及運輸委員會
Mr Mark Slade
司馬文先生



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
Mr Wayne Lau
劉穎先生



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
Ms Olivia Kung
龔海欣女士

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

Emil Yu, General Committee member, participated in a research project on the prospects for micro, small and medium-sized enterprises (MSMEs) conducted by the APEC Business Advisory Council (ABAC) and the USC Marshall School of Business. He shared his thoughts during an interview on 9 August for the project, called "The New MSME Economy: Post-Pandemic Drivers for Growth."

總商會理事于健安參與亞太經合組織商貿諮詢理事會及南加州大學馬歇爾商學院進行的一項研究項目，探討「中小微企新經濟：疫後增長動力」。他在8月9日接受訪問時就此分享見解。

Talent Development 人才發展



Writing Effective Press Releases 撰寫出色的新聞稿

A well-written press release is an excellent public relations and marketing tool. It can help boost visibility, get the right message across, or even avert a potential PR crisis.

At a seminar on 20 July, Catherine Wong, Communication Trainer and Coach, and Chow Chee-may, Media and Communication Consultant, introduced the do's and don'ts in creating an effective press release. They also explained some ways to become a better writer, and provided a step-by-step guide to building an eye-catching, yet simple press release.

一份撰寫得宜的新聞稿是公關營銷的絕佳工具，有助企業增加曝光率和準確傳達訊息，甚至避免潛在公關危機。

在7月20日的研討會，溝通培訓導師黃國恩和媒體溝通顧問周智美講解撰寫新聞稿的宜忌、提升寫作技巧的方法，以及如何令新聞稿變得引人注目而又不失簡潔。

Business Branding at Interviews 在面試過程中建立品牌形象

Interviews are a two-way process. While the main purpose is for the company to select the right person for the role, the interview experience also influences a candidate's decision whether or not to accept a job offer. So the interview process should be considered as part of the overall brand of your business.

At a workshop on 27 July, Elly Zee, Founder of E Zee Learning, shared how managers and business owners can use branding techniques during interview sessions. She also explained how to use facts and stories about the business in an authentic way, that also matches the core values of the candidates.



面試是雙向的過程。雖然面試的主要目的是協助企業物色合適的人選，但面試經歷亦會影響應徵者接納或拒絕受聘的決定。因此，面試過程應被視為企業整體品牌形象的一部分。

在7月27日的工作坊，E Zee Learning 創辦人徐慕琴分享管理人員和企業東主在面試期間推廣品牌的技巧，並講解如何以陳述事實和說故事的方式介紹公司業務，以示公司的核心價值與求職者一致。

Taxation Committee 稅務委員會

Willem Jan Hoogland, Partner of HKWJ Tax Law & Partners, spoke at a committee meeting on 19 July on some of the more prominent forms of crypto-assets traded in the metaverse, as well as the outlook for the taxation of this emerging asset class.



At the same meeting, Wayne Lau was elected Chairman of the Taxation Committee while John Ho was re-elected Vice Chairman.

HKWJ Tax Law & Partners 合夥人 Willem Jan Hoogland 出席 7 月 19 日的委員會會議，講解在元宇宙交易的主要加密資產類型，並展望該新興資產類別的稅務發展。

會上，劉穎當選委員會主席，何漢明獲選連任副主席。

A submission on the Government's proposed refinements to Hong Kong's Foreign Source Income Exemption (FSIE) Regime for Passive Income was made to the Financial Services and the Treasury Bureau on 22 July. In the submission, the Chamber expressed support for the Government's efforts to remove Hong Kong from the European Union's watchlist by introducing changes to Hong Kong's FSIE regime. The submission also called for more clarity on certain issues including the interpretation and application of covered income and economic substance requirement, as well as the eligibility criteria for the proposed participation exemption for offshore dividends and disposal gains.

總商會在 7 月 22 日就政府優化香港就被動收入豁免源自外地收入徵稅的機制諮詢，向財經事務及庫務局提交建議書。本會支持政府修訂離岸收入豁免徵稅機制，以爭取歐盟將香港從稅務合作事宜觀察名單中剔除，並呼籲當局進一步釐清若干議題，包括如何界定和實施受涵蓋收入和實質經濟活動要求，以及外地股息和處置收益的持股免稅安排資格。

The Taxation Committee held a seminar on 11 August on the likely impact of the implementation of GloBE rules on Hong Kong-based property companies. Deloitte China's Vice Chair Patrick Yip and Tax Partner Doris Chik explained the tax implications of the GloBE rules on the real estate sector and offered their thoughts on managing associated risks.



委員會於 8 月 11 日舉行研討會，探討全球反侵蝕稅基（GloBE）規則實施後對香港房地產公司的潛在影響。德勤中國副主席葉偉文及稅務合夥人戚維之講解 GloBE 規則對房地產業的稅務影響，並分享相關的風險管理策略。

Women Executives Club 卓妍社

An expert gemologist from GIA Hong Kong introduced the world of pearls to a group of WEC members during a visit to the HKTDC Simply Shopping Fest on 29 July, including the different types of pearls and the "GIA Seven Pearl Value Factors" classification system. Armed with their new knowledge, the WEC group then enjoyed a guided tour of the exhibition, which included a range of jewellery exhibitors.



卓妍社會員於 7 月 29 日參加貿發局「只想購物節」，期間 GIA Hong Kong 寶石學家向眾人介紹世界各地林林總總的珍珠和「GIA 珍珠價值七要素」分類系統。一行會員初步掌握相關知識後，隨即參加展覽導賞活動，觀賞場內展出的珠寶。

Young Executives Club 卓青社

YEC Chairman Olivia Kung attended a seminar on behalf of the Chamber on the topic of "Grasp the New Opportunity, Youths Create a Brighter Future" on 19 July. The event was organized by the Chinese General Chamber of Commerce in celebration of the 25th Anniversary of the Establishment of HKSAR.

卓青社主席龔海欣於 7 月 19 日代表總商會出席由香港中華總商會舉辦的慶祝香港特區成立 25 周年研討會，主題為「青年迎接新機遇 攜手再上新征程」。

The Chamber hosted a family-friendly first aid workshop on 15 August with trainers from the Hong Kong Red Cross. Working with parent-child pairs, the trainers demonstrated a range of basic first aid treatments for minor injuries and shared some tips with participants on how to prevent accidents at home.

總商會在 8 月 15 日邀得香港紅十字會的導師主持親子急救工作坊，示範多個處理輕傷的基礎急救方法，並分享如何預防家居意外。

Real Estate Gets Ready for Pillar Two

房地產業為第二支柱方案做好準備

Major property investors should plan ahead as the OECD's global minimum tax rate is likely to affect the amount of tax they pay
經合組織即將實施全球最低稅率，或會影響大型物業投資者的應繳稅款，故宜及早作出規劃

The OECD's Pillar Two GloBE regime aims to ensure that large multinationals pay a minimum effective tax rate of 15% on revenue above 750 million euro (HK\$6 billion), and is likely to come into effect in the next few years. An estimated 300 companies in Hong Kong will be subject to the rules, which are likely to include many in the real estate sector.

So what will the changes mean for major property owners and investors in the city? At a seminar on 11 August, Patrick Yip, Vice Chair and Tax Partner at Deloitte China, and his colleague, Tax Partner Doris Chik, explained the impact of the changes.

Yip noted that the new rules contain a "big jungle" of detail, so he started by giving an overview of the OECD's proposals. Although Pillar One deals with the digital economy and does not directly affect real estate, it is worth understanding the whole framework.

Historically, when doing business globally, you only needed to pay tax in another jurisdiction if you had a "permanent establishment" there, Yip explained. But fast-forward to the internet age, and many multinational businesses operate on a mostly digital basis.

"A lot of the biggest companies in the world by capitalization actually do not need a lot of physical activity in the host countries," Yip explained. "So they can avoid paying tax in countries where they operate, even though they earn a lot of revenue."

This has led the OECD to develop other ways of calculating tax for the digital economy, by looking at market revenue rather than permanent establishment.

Pillar Two has a similar principle: to ensure that multinational companies pay a minimum rate of tax of 15%, wherever they operate.

"The idea is to steer people away from making business decisions based on how much tax they can save, and prevent them from moving their transactions and legal relationships to low-tax or no-tax jurisdictions," he said.



“A lot of the biggest companies in the world by capitalization actually do not need a lot of physical activity in the host countries. So they can avoid paying tax in countries where they operate, even though they earn a lot of revenue.”

「全球市值名列前茅的大企業往往無需於業務所在地進行大量實體活動，即使收益豐厚，亦可免於在經營所在地繳稅。」



— Patrick Yip, Vice Chair and Tax Partner at Deloitte China
—— 葉偉文 德勤中國副主席及國際稅務合夥人

Turning to the real estate sector, he noted that capital gains and offshore income are not taxable in Hong Kong, although they are included in a company's financial statement income. So if minimum tax under GLoBE is calculated based on financial statement income, a Hong Kong taxpayer may have paid less than 15% tax, and would therefore be liable to pay top-up tax.

Yip noted that Deloitte tax experts have shared some of their concerns with the OECD, which has come up with various elections that will

minimize some of the negative tax impacts.

Chik then shared some more of the technical detail on how Pillar Two will affect the real estate sector. Hong Kong has a corporate tax rate of 16.5%, but, as she explained, it is not so simple.

“For GLoBE purposes, we are looking at the effective tax rate, not the statutory tax rate,” she said. “As Hong Kong does not tax offshore profits or capital gains, the effective tax rate may be lower.”

Chik noted that the GLoBE rules are complicated, but essentially, if your effective tax rate is below 15%, you will need to pay top-up tax.

In Hong Kong, there are three different property categories. Trading stock, which is property held for sale in the ordinary course of business, such as by developers, will not be affected by the changes, she explained. However, both investment property and owner-occupied property (which can include offices and manufacturing plants) will be impacted.

For example, the GLoBE rules will affect the amount of tax due on unrealized gains on investment property, and on disposal gains when

selling both investment and owner-occupied property.

“Disposal gain can be a significant amount if the building has been held for many years, because Hong Kong property prices have appreciated a lot over the years,” Chik said. “So the effective tax rate will decrease significantly, making the seller liable for top-up tax.”

Chik then explained some of the elections that can be made to reduce the impact. One of these is the “aggregate asset gain” election, which allows you to spread the gain from selling a property over five years. The aggregate asset gain election can be applied to both investment and owner-occupied properties

Another way to mitigate the tax impact is to sell shares in the property, as equity is not taxed, but you must already have an SPV (special purpose vehicle) in place.

In conclusion, Yip said that in the future there will be more complicated rules to ensure that companies pay a minimum amount of tax.

“The whole world is moving towards a standard where there will be no more tax planning based on location,” he said.



根據經合組織公布的「第二支柱」全球反侵蝕稅基（GloBE）規則，收益超過 7.5 億歐元（60 億港元）的大型跨國企業須以不低於 15% 的實際稅率繳稅，預期將於未來數年內生效，估計將適用於約 300 家港企，當中不少為房地產公司。

新規則對香港的主要業主和物業投資者有何影響？在 8 月 11 日的研討會，德勤中國副主席及國際稅務合夥人葉偉文及稅務合夥人戚維之講解有關變動帶來的影響。



第二支柱採取類似的原則，確保跨國企業無論在何處經營，都要符合 15% 的最低稅率要求。

他說：「有關方案能令企業作出商業決策時，不再以節省稅款為優先考慮因素，並防止他們將交易和法律關係轉移至低稅率或免稅管轄區。」

房地產方面，他指出資本收益和離岸收入須納入公司的財務報表收入，但在香港無需就此繳稅。因此，假如 GloBE 的最低稅率按財務報表收入計

香港房地產分為三類，其中商品存貨是指由開發商等在日常業務過程中持作出售的物業，此類物業將不受影響，而投資物業和自用物業（包括辦公室和廠房）將有變動。

舉例說，GloBE 規則將影響投資物業未變現收益、出售投資或自用物業所得收益的應繳稅款。

「這些年來，香港的物業價格大幅升值，如已持有物業多年，涉及的出售收益可能十分可觀，令實際稅率大減。

“For GloBE purposes, we are looking at the effective tax rate, not the statutory tax rate. As Hong Kong does not tax offshore profits or capital gains, the effective tax rate may be lower.”

「GloBE 按實際稅率而非法定稅率計算。鑒於香港不對離岸利潤或資本收益徵稅，實際稅率或會較低。」

— Doris Chik, Tax Partner at Deloitte China

——戚維之 德勤中國稅務合夥人

葉偉文指出新規則細節繁複，因此由淺入深，先簡介經合組織的建議。儘管「第一支柱」方案為應對數碼經濟議題而設，不會直接影響房地產業，企業亦應了解整體架構。

他解釋，過往在世界各地經營的企業只需在設有「常設機構」的管轄區繳稅，但踏入互聯網時代，跨國企業紛紛將大部分業務數碼化。

「全球市值名列前茅的大企業往往無需於業務所在地進行大量實體活動，即使收益豐厚，亦可免於在經營所在地繳稅。」

這促使經合組織為數碼經濟另訂評稅方式，即按照市場收入而非常設機構所在地徵稅。

算，而香港納稅人已按低於 15% 的實際稅率繳稅，則需繳付補足稅。

葉偉文補充，德勤的稅務專家已向經合組織表達關注，並提出不同選項，務求盡量減少負面影響。

其後，戚維之進一步講解相關技術細節，剖析第二支柱對房地產業的影響。她解釋，香港的公司利得稅率為 16.5%，但實際情況殊不簡單。

「GloBE 按實際稅率而非法定稅率計算。鑒於香港不對離岸利潤或資本收益徵稅，實際稅率或會較低。」她說。

戚維之指出，GloBE 規則十分複雜，但倘公司的實際稅率低於 15%，便要繳付補足稅。

在此情況下，賣家須繳付補足稅。」戚維之說。

她接着介紹如何透過不同選項減輕影響。其中之一是「資產收益總額」選項，公司可將出售投資或自用物業所得的收益分攤至五年。

減輕稅負的另一方法為以股權轉讓形式出售物業，原因是權益無須繳稅，但公司首先要設立特殊目的實體。

總而言之，葉偉文認為未來將引入更複雜的規則，確保公司按最低稅率繳稅。

他說：「全球正邁向新標準，因地制宜不再是稅務規劃的關鍵。」

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 Tourism Professionals 培訓旅遊業專才



Members learn how hotel and tourism educators are preparing staff for a changing working environment

會員了解酒店和旅遊業如何裝備員工，應對不斷轉變的工作環境

旅遊限制持續實施，令香港旅遊業大受打擊。行內企業遂將業務重心移至本地市場，不少酒店紛紛推出度假或隔離住宿套餐，以渡時艱。業界正為恢復通關籌謀部署之際，又如何培訓員工應對瞬息萬變的工作環境？

會員早前到訪香港理工大學（理大）酒店及旅遊業管理學院，期間院長田桂成教授介紹學院的培訓設施和資源，並由

實務教授謝思明帶領一行參觀呂志和酒店及旅遊資源中心、學院培訓餐廳 Bistro 1979 和品酒室 Vinoteca Lab。

會員隨後考察理大教學酒店——唯港薈，由學習與發展經理 Gary Yiu 講解學生如何學以致用，在一家真實的五星級酒店實踐所學。

Hong Kong's tourism sector has been severely impacted by the ongoing travel restrictions. In response, many hotels are now offering either staycation deals or quarantine packages, while tourism businesses have shifted to the local market. So how is the industry training staff for this evolving working environment, while also preparing for reopening?



Members learned more during a visit to the School of Hotel and Tourism Management, part of the Hong Kong Polytechnic University. Dean Kaye Chon introduced the school's training facilities and resources, then Tony Tse, Professor of Practice (Industry Partnerships) led the visitors on a tour that included the Chee-woo Lui Hotel and

Tourism Resource Centre, Bistro 1979 and Vinoteca Lab.

Members then visited Hotel ICON, the school's teaching hotel, where Learning & Development Manager Gary Yiu showed the visitors how the students put their learning into practice in a real five-star hotel environment.

bulletin

工商月刊



Established: 1962

Frequency: Monthly

Circulation: 10,000 (8,000 print magazine; 2,000 digital magazine)

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Building a Better Society 建設更美好社會

Students see how the property sector is using new technology to create more comfortable and sustainable spaces to live, work and travel

學生了解房地產業如何應用新科技打造更舒適且可持續的生活、工作和出行體驗

Property development is a lot more than bricks and mortar. With the focus shifting towards a human-centric approach, the industry is adopting new technologies to create better workplaces and homes, and to foster a sense of community.

This change has also opened up a wider range of career options in real estate for students from different backgrounds and academic disciplines. To learn about the trends in the



sector, students from The Methodist Church HK Wesley College joined a site visit to a number of Sino properties on 21 July.

The half-day tour started with a visit to the Skyline Tower, a commercial building in Kowloon Bay. The students were greeted by Yanny Ip, Officer (Training & Development), who gave an overview of the history and business interests of Sino Group that include commercial, residential and industrial property.

Steven Lui, Assistant Property Manager led the students to



the Sky Farm, which sits on top of the Skyline Tower Annex and grows vegetables and herbs. This green initiative aims to help create a sustainable society and encourage engagement among tenants, workers and the wider community.

On the second stop of the tour, Sino Inno Lab, Emily Yeung, Manager (Innovation), and Ada Lam, Assistant Manager (Innovation), introduced the students to some of the latest PropTech solutions. These tech-driven applications aim to drive innovation and transformation in all areas of the industry, from planning and building to managing and investing.

"Since the Inno Lab opened in 2018, over 100 products have been exhibited here," Yeung said. "More than 60 of them have been successfully adopted in our development projects."

The visitors then got to see some of these smart solutions in action. Yeung and Lam demonstrated several of the innovative products including natural-style lighting that mimics daylight at different times of the day, and projection mapping technology that can be used in show flats or event production. The



物業發展並不限於一磚一瓦的實體建設工程。隨着業界趨向以人為本的發展模式，新科技應用日漸普及，令辦公和居住空間得以改善，同時加強社區歸屬感。

這個轉變為不同學術背景的學生開創了更廣闊的就業前景。為掌握業界的發展趨勢，來自衛理中學的學生於7月21日前往信和集團旗下的多個項目進行為期半天的考察。

考察活動的第一站是參觀位於九龍灣的商業大樓——宏天廣場，由培訓及發展主任葉詠昕向學生簡介信和集團的歷史和業務範疇，包括工商和住宅物業發展。

助理物業經理呂嘉恒帶領學生前往宏天空中農莊參觀。該農莊坐落宏天廣場副樓天台，種植了各式蔬果和香草。這個

students particularly enjoyed the wall projection games and interacting with the lab's AI assistant robot.

The tour ended with a visit to YM² Yue Man Square. Part of the Urban Renewal Authority's Kwun Tong Town Centre Project, the mall includes leisure, entertainment and dining options in a modern environment.

Property Manager Michael Li and Assistant Property Manager Kelvin Wong guided the students around the shopping complex, pointing out how different technologies had been used in the development to enhance the environment.

"We have introduced various sanitary safety instruments to ensure a safe shopping experience like touchless buttons, air purifiers and cleaning robots," Li explained.

Students also got to see a crucial part of the Kwun Tong Town Centre Project – the YM² Public Transport Interchange. Connected to the shopping complex, the interchange has Hong Kong's first air-conditioned bus waiting area. It is a two-storey project with multiple smart features, including an AI sensor-controlled boarding gate system and air induction units at the minibus terminus to enhance ventilation.



綠色項目旨在協助構建可持續的社區，並鼓勵商戶、員工和市民大眾一同參與。

行程第二站是信和創意研發室，創新經理楊嘉恩及助理創新經理林靜怡向同學介紹一些最新的房地產科技方案。這些科技主導的應用程式旨在推動業界從規劃、建造到管理、投資等多方面邁向創新轉型。

楊嘉恩說：「創意研發室自2018年開幕以來，展出了逾100項產品，其中超過60項已應用於信和的發展項目。」

學生隨後了解其中一些智慧方案的實際應用。楊嘉恩及林靜怡展示多項創新產品，包括模仿不同時段日照的智能照明系統，以及光雕投影技術在示範單位和項目製作的應用。期間，學生投入參與牆上投影遊戲，並與研發室的人工智能機械人助理積極互動。

最後一站是YM²裕民坊。該購物商場是市區重建局觀塘市中心重建計劃的項目之一，集消閒、娛樂和餐飲體驗於一身。物業經理李允希及助理物業經理黃志良邊帶領一行參觀該大型綜合商場，邊講解該發展項目如何透過運用不同科技提升整體環境。

李允希指出：「我們引入了各種衛生安全設施，例如免觸按鈕、空氣淨化機和清潔機械人，務求為顧客帶來安心的購物體驗。」

學生亦考察了觀塘市中心重建計劃的重點項目——裕民坊公共運輸交匯處。該樓高兩層的交通總匯連接購物商場，為全港首個配備空調的室內候車區，亦引進了一系列智慧元素，包括在巴士總站採用人工智能感應的登車開門控制系統，以及在小巴總站裝設通風裝置。



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

TAXATION

Discussing the latest opportunities in the Greater Bay Area.

Sep 14 2:30 pm

AMERICAS

Colombia's current economic situation and investment opportunities.

Sep 16 11:30 am

EUROPE

How the Russia-Ukraine conflict is affecting investment, business confidence and inflation in the European Union.

Sep 20 5:00 pm

RETAIL & TOURISM

Plans to rebuild and revive Hong Kong's tourism sector when the city reopens.

Sep 21 3:00 pm

SME

Discussion on the "Enhancing Self-Reliance Through District Partnership Programme."

Sep 22 4:30 pm

ECONOMIC POLICY

Discussing the committee's work plan and key areas of focus for the year ahead.

Sep 27 10:30 am

CHINA

Update on latest development in Hainan Province.

Sep 29 11:00 am

LEGAL

Introduction to the Hong Kong Regional Arbitration Centre of the Asian-African Legal Consultative Organization (AALCO).

Sep 29 4:00 pm

MEET THE CHAMBER'S NEW CHAIRMAN

Betty Yuen

Group Director of CLP Holdings Ltd

Sep 8 6:00 - 7:30 pm



WEBINARS (Visit website for full details and to register)



UNDERSTANDING PRESIDENT XI JINPING'S 1 JULY SPEECH

Sep 2 9:15 - 10:30 am



ATTRACTING TALENT TO THE GBA: WHO IS WILLING TO MOVE AND WHY?

Sep 7 11:00 am - 12:15 pm



UNDERSTANDING THE TAX IMPLICATIONS OF BUYING REAL ESTATE THROUGH A COMPANY

Sep 8 11:00 am - 12:30 pm



NAVIGATING DISPUTE RESOLUTION: WHAT WORKS FOR YOUR BUSINESS?

Sep 19 3:30 - 4:30 pm



COVID-19 PREVENTIONS AND TREATMENTS – HOW CAN WE STAY SAFE AND TRAVEL SAFE?

Sep 20 10:00 - 11:00 am



50 YEARS OF PERU-CHINA PARTNERSHIP

Sep 28 9:00 - 10:00 am



HUNGARY, POLAND, CZECH REPUBLIC: CENTRAL EUROPE'S ECONOMIC DYNAMOS

Sep 30 4:00 - 5:00 pm

SITE VISITS

VISIT TO CENTRAL MARKET

Sep 2 4:00 - 5:00 pm

VISIT TO VITARGENT AT HKSTP

Sep 6 2:15 - 5:00 pm

VISIT TO CITYU





















Sep 9 12:30 - 5:00 pm

VISIT TO THE FULLERTON OCEAN PARK HOTEL

Sep 29 4:30 - 5:15 pm



TRAINING & SEMINARS (Check website for details)

 <p>Saying Sorry Without Legal Liability Sep 1 9:30 am - 12:30 pm</p>	 <p>Design Thinking Fundamentals Certification Course Sep 2 9:00 am - 6:00 pm</p>	 <p>Power of Instagram Marketing: Master the Visual-first Social Media Game Plan for Brands Sep 6 9:30 am - 12:30 pm</p>	 <p>Examine Controversial Human Resources Decision Under the Discrimination Ordinances Through the Lens of Case Law Sep 6 2:00 - 6:00 pm</p>
 <p>Customer Journey Analytics for Enhancing Customer Experience Sep 7 2:30 - 5:30 pm</p>	 <p>Wine Glass Tasting Experience Workshop Sep 7 6:30 - 8:00 pm</p>	 <p>Effective Warehouse Management Sep 8 2:30 - 5:00 pm</p>	 <p>Think on Your Feet® Sep 9 9:15 am - 5:30 pm</p>
 <p>Corporate Tax Management in China (Online Training) Sep 15 2:30 - 5:30 pm</p>	 <p>The Assertive Communicator: Assertiveness – what it is, and how to get it Sep 16 9:30 am - 12:00 pm</p>	 <p>Executive Presence: Command Attention and Have Influence in the Workplace Sep 19 9:30 am - 12:30 pm</p>	 <p>How to Avoid Shareholder & Director Disputes and Reduce Legal Risks under the Companies Ordinance? Sep 20 2:30 - 5:30 pm</p>
 <p>Understanding the Global Regulations for Decentralized Finance Sep 21 9:30 am - 12:00 nn</p>	 <p>Changes to Hong Kong's Foreign-Source Income Exemption Regime – Assessing the Impact and Adapting to the New Normal Sep 21 4:00 - 5:30 pm</p>	 <p>Contract Disputes and Resolution between China and Hong Kong (Online Training) Sep 23 2:30 - 5:30 pm</p>	 <p>Make your ESG Report More Relevant Sep 26 11:00 am - 12:30 pm</p>
 <p>How to Stay Focused and Productive Even When You Are Under Pressure Sep 28 9:30 am - 12:00 nn</p>	 <p>WeChat Marketing Sep 28 2:30 - 5:30 pm</p>	 <p>3 Main Changes for First Time Managers to Surmount Sep 29 9:30 am - 5:30 pm</p>	 <p>Effective Negotiating Sep 30 9:30 am - 5:30 pm</p>



TRAINING & DEVELOPMENT

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Understanding the Global Regulations for Decentralized Finance 了解去中心化金融的國際規範

With the recent list of cryptocurrency firms and exchanges going bust, it is important to understand the gaps in the current set-up, and the regulations being put in place to fix them.

There are other important questions: Why are regulations important? Will cryptocurrencies be taxed? Will they be state controlled? Will cryptocurrencies remain truly decentralized after regulations?

Workshop outline:

- Understanding the psychology
- Issues, innovation and sustainability
- Bank Secrecy Act
- Crypto regulations globally
- Effects and impact on economy and beyond

最近有加密貨幣公司和交易所相繼倒閉，了解問題所在、當中的漏洞及相關的應對法規至關重要。

其他重要議題包括：規管為何如此重要？購買或持有加密貨幣會被徵稅或被國家監控嗎？規定實施後，加密貨幣真的能去中心化嗎？

工作坊內容綱要：

- 認識加密貨幣心理學
- 加密貨幣涉及的問題、創新及可持續性
- 《銀行保密法》
- 世界各地的加密貨幣法規
- 加密貨幣對經濟等方面的作用和影響

Trainer : Vishwas Thakkar
 導師 : Vishwas Thakkar
 Date : 21 September 2022
 日期 : 2022年9月21日
 Time : 9:30 a.m. – 12:00 n.n.
 時間 : 上午9時30分至中午12時
 Venue : HKGCC Theatre, 22/F United Centre
 地點 : 金鐘統一中心22樓香港總商會演講廳
 Language : English
 語言 : 英語
 Fees : Member \$750 / Non-member \$950
 費用 : 會員\$750 / 非會員\$950

Vishwas Thakkar,
Founder and Head of Digital Strategy,
Concinnity Limited

Vishwas Thakkar
Concinnity Limited
創辦人及數碼營銷策略主管



How to Reduce Legal Risks under the Companies Ordinance

Any director, shareholder or senior executive at a company should have a good understanding of the articles of association in areas such as:

- What are the duties, responsibilities and powers of directors and shareholders under the company law?
 - If the job title of "Marketing Director" is printed on a business card, what are the associated legal responsibilities?
 - When a company is being liquidated or deregistered, what are the shareholders' and directors' legal responsibilities?
 - If there is dispute among shareholders, is it necessary to take the matter to court?

Trainer : Dominic Chan
 導師 : 陳道銘
 Date : 20 September 2022
 日期 : 2022年9月20日
 Time : 2:30 – 5:30 p.m.
 時間 : 下午2時30分至5時30分
 Venue : HKGCC Theatre, 22/F United Centre
 地點 : 金鐘統一中心22樓香港總商會演講廳
 Language : Cantonese
 語言 : 廣東話
 Fees : Member \$850 / Non-member \$1,050
 費用 : 會員\$850 / 非會員\$1,050

如何在《公司條例》下降低法律風險？

任何公司董事、股東或高級行政人員都應充分了解公司的《章程細則》，包括：

- 根據《公司條例》，董事和股東有何職責和權力？
- 如名片上註明任職「市場部董事」，是否需要負上董事的法律責任？
- 公司一旦被清盤或除名，股東和董事需負上甚麼法律責任？
- 股東之間如發生糾紛，是否一定要對簿公堂？

Dominic Chan,
Certified Public Accountant
 陳道銘
 執業會計師



Effective Negotiating 有效談判技巧

Do you need to achieve better results in negotiations? Through role-plays and structured activities, learn how to ask the right questions, hold your ground where it matters and collaborate to create a workable outcome for both sides.

During this workshop, participants will:

- Apply a process for planning and conducting negotiations systematically and effectively
- Practise the interpersonal skills of negotiation in a series of exercises and role-plays
- Develop awareness of their personal negotiating style and flex their style to the situation
- Explore common negotiating tactics and how to respond to them

您希望在談判中取得更好的成果嗎？通過角色扮演和各種活動，參加者將學懂如何提出適當的問題、在必要時堅守立場，以及與對方達成共識。

參加者將於本工作坊：

- 運用有系統的流程，有效規劃及進行談判
- 通過一系列練習及角色扮演訓練人際談判技巧
- 了解個人談判風格，並因應實際情況作出調整
- 探索常見的談判策略及應對技巧

Trainer : Anthony Brophy
 導師 : Anthony Brophy
 Date : 30 September 2022
 日期 : 2022年9月30日
 Time : 9:30 a.m. – 5:30 p.m.
 時間 : 上午9時30分至下午5時30分
 Venue : HKGCC Theatre, 22/F United Centre
 地點 : 金鐘統一中心22樓香港總商會演講廳
 Language : English
 語言 : 英語
 Fees : Member \$2,880 / Non-member \$3,880
 費用 : 會員\$2,880 / 非會員 \$3,880

Anthony Brophy,
Principal Consultant,
HR Solutions
 Anthony Brophy
 HR Solutions
 首席顧問



How To Win Friends and Influence People

卡內基溝通與人際關係

卡內基先生的著作《卡內基溝通與人際關係》How to Win Friends and Influence People 已出版超過 5000 萬冊。他的價值觀和實戰方法歷久常新，啟發了超過 800 萬人。一個多世紀以來，卡內基訓練致力在世界各地培訓職場人士，有效提高公司團隊與部門的參與度，為企業成就超卓業績。

創新互動培訓 發揮團隊潛能



DO YOU REALLY KNOW YOUR BUSINESS PARTNERS IN HONG KONG?



CERTIFICATE OF BUSINESS IDENTITY

Allows third parties to quickly and easily verify if they are dealing with a company legitimately registered to operate a genuine business in Hong Kong.

WE CERTIFY

- **Business Registration Certificate**
- **Key Directors**
- **Business Address**
- **Business Nature**
- **Annual Turnover**
- **Employment Size**
- **Corporate Bank Account**
- **Tax Return**
- **Trademark**
- **License**
- **Qualification**
- **Other Company Particulars**

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cert@chamber.org.hk

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