

INSIDE THIS  
ISSUE  
今期內容

BOOSTING GLOBAL  
CONNECTIVITY  
加強聯通世界

CHAMBER'S MISSION  
TO HAIKOU, HAINAN  
海南省海口市考察團

NURTURING FUTURE  
BUSINESS LEADERS  
培育未來商業領袖

August 2023

HKGCC: The Voice of Business in Hong Kong

# bulletin

工商

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## Expanding Economic Connections

The Government's mission to Singapore, Malaysia and Indonesia broadens ties and cooperation with ASEAN



### 擴大經濟聯繫

政府率團訪問新加坡、馬來西亞及印尼，擴大與東盟聯繫和合作

行政長官李家超上月率領代表團訪問新加坡、印尼及馬來西亞，加強與這三個東盟成員國的聯繫，為香港發掘新商機，同時繼續向國際社會說好香港故事。

是次行程為期一周，是李家超自去年上任後第二次訪問東南亞地區。這些外訪活動促成眾多雙邊協議，建立新夥伴關係，並開展友好合作。

隨着世界經濟重心逐漸東移，東盟國家發展潛力龐大。李家超預期，東盟地區有望成為全球最大的經濟引擎。東盟十國總人口超過 6.6 億，去年經濟增長 5.5%，過去十年年均增長 4%，在 2022 年為香港第二大貿易夥伴。工業貿易署的數據顯示，香港與東盟的商品貿易總額達到 1.29 萬億港元，佔本港商品貿易總額 13.7%。

新加坡與香港常被視為競爭對手，但這無阻兩地共同把握機遇，以促進相互投資和經濟發展。畢竟，新加坡是香港在東盟最大的貿易夥伴。行程期間，兩個金融中心簽署了七份合作備忘錄，涵蓋商貿、研究、金融科技和金融服務等合作範疇。李家超亦強調，香港和新加坡必須繼續堅定支持自由貿易，在當前保護主義升溫之際尤其重要。

訪問雅加達期間，兩地簽訂了不少於 15 份合作備忘錄，涉及綠色金融、氣象科技、航天科技、可持續金融及航運服務。香港在今年上半年成為印尼第三大外國直接投資來源地，亦正致力促進市場多元化，以進一步推動伊斯蘭金融發展。

此行的其中一個目的是爭取支持香港加入《區域全面經濟夥伴關係協定》——全球規模最大的自由貿易協定，覆蓋東盟十國等亞太區 15 個國家。由於香港與東盟已訂立自貿協議，可以說基礎已經奠定。香港在「一帶一路」倡議下作為粵港澳大灣區及中國的超級聯繫人，亦可為尋求投資和發展多元化業務的企業擔當跳板角色。

面對地緣政治風險、供應鏈混亂及需求疲弱，當務之急是擴展國際聯繫和經濟合作。特區政府的東盟之行圓滿結束，切實做好了這方面的工作，而期間到訪過的企業亦渴望與我們保持聯繫。我希望各位會員在商務公幹和接見訪客時，亦能說好香港故事，消除外界對本地情況的誤解，並鞏固香港作為商業樞紐的聲譽。

Last month Chief Executive John Lee led a successful mission to Singapore, Indonesia and Malaysia, which reinforced our connections with the three ASEAN members and explored a host of new business opportunities for Hong Kong. Moreover, it also allowed us to continue sharing our good stories with the international community.

The week-long trip marked Lee's second visit to Southeast Asia since taking office last year. These outreach initiatives have resulted in a raft of bilateral agreements, built new partnerships, and created plenty of goodwill.

Given the gradual shift in power dynamics from the West to the East, ASEAN offers vast development potential. Lee has predicted that the region is on track to take over as the world's biggest economic engine. With a population of over 660 million, ASEAN registered economic growth of 5.5% last year, marking an average 4% annual increase in the past 10 years. It was Hong Kong's second-largest trading partner in 2022. Trade and Industry Department data shows that total merchandise trade amounted to a whopping HK\$1.29 trillion, accounting for 13.7% of the city's total.

Singapore and Hong Kong are often seen as competitors, but this should not come in the way of grasping opportunities for mutual investment and growth. After all, Singapore is Hong Kong's largest trading partner within ASEAN. On the mission, the two financial centres signed seven Memorandums of Understanding, underlining collaboration across sectors like trade, research, fintech and financial services. Lee also stressed that Hong Kong

and Singapore must continue as staunch advocates of free trade, especially in the face of rising protectionism.

In Jakarta, no fewer than 15 MoUs were signed, covering green finance, meteorology, aerospace, sustainable finance and maritime services. Hong Kong, which was Indonesia's third-largest source of foreign investment in the first half of the year, is also working to diversify its markets in an effort to become more conducive for Islamic finance.

One of the mission's goals was to garner support for Hong Kong's inclusion in the Regional Comprehensive Economic Partnership (RCEP), the world's largest free-trade pact covering 15 Asia-Pacific countries including all 10 ASEAN nations. Seeing that Hong Kong has a free trade agreement with ASEAN, it could be said that the foundations are already in place. As a super connector to the Greater Bay Area and China and via the Belt and Road Initiative, the city also acts as a springboard for businesses looking to invest and diversify.

In a world shaken by geo-political risks, supply chain upheavals and weak demand, the need now more than ever is to expand international collaboration and economic cooperation. The HKSAR Government's ASEAN mission has done just that, and businesses that we met during the trip were also eager to connect with us. I hope that members, during their business trips and meetings with visitors, can also spread good stories to dispel misinformation and reinforce Hong Kong's reputation as a future-forward business hub.

**Betty Yuen**  
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## MEET THE CHAMBER'S NEW CEO 總商會新總裁專訪

06



BOOSTING GLOBAL  
CONNECTIVITY  
加強聯通世界

16

CHAMBER'S MISSION  
TO HAIKOU, HAINAN  
海南省海口市考察團

30

NURTURING FUTURE  
BUSINESS LEADERS  
培育未來商業領袖

60

### HKGCC

Hong Kong General Chamber of Commerce  
香港總商會 1861

### The Voice of Business 商界之聲

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## Talking Points 議論縱橫

- 01 Expanding Economic Connections  
擴大經濟聯繫
- 04 Support Businesses on the Road  
to Progress  
扶助商界 攜手前行



## Special Report 專題報導

- 16 Boosting Global Connectivity  
加強聯通世界



## Special Report 專題報導

- 20 Cryptocurrency in Divorce Cases  
離婚案件中的加密貨幣事宜



## Member Profile 會員專訪

- 24 In a League of its Own  
獨樹一幟
- 26 Service with a Smile  
以誠待客



## China in Focus 中國焦點

- 30 Mission to Hainan  
海南考察團
- 34 Futian: Accelerating Development  
福田加快發展步伐



## Chamber in Review 活動重溫

- 50 Farewell Party for Chamber CEO  
總商會總裁歡送會
- 52 How Safe is Japan's Nuclear Waste  
Water Plan?  
日本核污水排海計劃是否安全?
- 54 Generative AI: The Future  
of Business  
生成式人工智能：開創未來商業發展
- 56 Deepening France-Hong Kong  
Connections  
加深法國與香港聯繫
- 58 A Taste of Ningxia's Fine Wines  
品嚐寧夏美酒佳釀
- 60 Nurturing Future Business Leaders  
培育未來商業領袖
- 63 Staff Bake-off Workshop  
員工烘焙工作坊



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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，符合嚴格的最新歐盟標準。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。



# Support Businesses on the Road to Progress

While the Government has taken steps to restore normalcy and revive the economy, struggling Hong Kong firms still need a helping hand



## 扶助商界 攜手前行

政府採取措施推動復常和提振經濟之際，不少港企仍在刻苦經營，亟需支援

行政長官李家超帶領的新一届政府上任一年，香港經歷不少變化，社會亦逐漸從疫情中走出來。然而，商界面對種種挑戰，經濟復常之路仍然舉步維艱。

隨着疫情平穩，政府去年逐步推出措施推動復常，包括解除防疫限制，取消海外入境旅客的隔離檢疫規定，而與內地通關更是疫情以來的一大突破，亦是社會及經濟重回正軌的第一步。

然而過去數月，受到外圍環境及主要先進經濟體疲弱影響，香港商品整體出口貨值按年下跌。企業面對資金周轉問題及人手不足等挑戰，儘管希望為經濟復蘇作出貢獻亦非易事。

政府在疫情期間從善如流，推出了多項扶助企業的措施，包括「百分百擔保特惠貸款」及「預先批核還息不還本」計劃。目前疫情平復，商貿往來恢復正常，來港遊客亦增加，商界亦明白紓困

措施總有退場的一天，惟不少企業在疫情期間艱苦經營至今，並非一時三刻就能扭轉乾坤。

故此，政府提供的企業支援措施即使要「退場」，亦應採取有序、寬鬆的方式處理，例如各項計劃的還款期不應「一刀切」，以免企業在還款時出現困難，雪上加霜，甚至因此而倒閉。

雖然經濟復常之路難行，商界亦毋需過分悲觀。現屆政府已為復常做了大量工作，政府官員亦先後出訪不同國家及地區說好香港故事，建立香港的良好形象，澄清一些海外人士對香港的誤解。

這些外訪活動亦為香港商界打頭陣，協助港商開拓市場及商機。我在今年2月隨政府代表團赴中東訪問後，早前亦與商界到訪迪拜及阿布扎比，與當地政府高官及商界領袖交流，並簽署了30份諒解備忘錄。我期望繼續與商界攜手，發掘和拓展新機遇。

One year into Chief Executive John Lee's tenure, Hong Kong has seen a lot of positive changes as it emerges from the pandemic. Nevertheless, considering the difficulties that the business sector still faces, the road to economic recovery is fraught with challenges.

Once the Covid situation began to stabilize, the Government gradually initiated measures to restore normalcy. These included relaxing anti-epidemic restrictions, removing quarantine requirements for incoming visitors, as well as opening up travel with the Mainland. It served as an important first step towards resuming regular social and economic activities.

Despite these measures, the value of Hong Kong's total exports of goods recorded a year-on-year decrease, dampened by the weak external environment and the sluggish economies of major advanced countries over the past few months. Even though businesses are eager to contribute to economic recovery, they simply lack the required resources as they are grappling with challenges such as cash flow constraints and labour shortage.

To support businesses during the pandemic, the Government took on board advice and introduced a series of relief measures, including the Special 100% Loan Guarantee and the Pre-approved Principal Payment Holiday Scheme. Now that economic and tourism activities are going back to normal, businesses understand that these support measures will be withdrawn one day. Unfortunately, given that many are still struggling to find their

feet, it will take some time before they are able to turn things around.

In view of this, any withdrawal of Government support schemes should be staggered and carried out in an orderly manner. For instance, to alleviate the repayment burden on businesses and keep from adding to their hardships, the Government should avoid a "one size fits all" approach when dealing with the repayment terms of various loan schemes.

While the road to economic revival may not be smooth, there is no need to be pessimistic either. Indeed, the Government has made considerable efforts to set Hong Kong on the path to normalcy. To promote a positive image of the city, top officials have been going on missions to various countries and regions, telling good stories about Hong Kong and working hard to clear misperceptions.

Importantly, these overseas trips also serve to help the business community explore new markets and opportunities. Besides the Government's delegation to the Middle East in February, I also went on a trip to Dubai and Abu Dhabi in June. During the visit, members of Hong Kong's business community made connections with local officials and business leaders, and no fewer than 30 MoUs were signed. I look forward to continuing to work together with the business community to explore new opportunities for development.

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# Meet the Chamber's New CEO

## 總商會新總裁專訪

Patrick Yeung took up his role as CEO of the Hong Kong General Chamber of Commerce on 1 August.

He spoke to *The Bulletin's* Editor Christine Iyer about his priorities for the Chamber, and why the need for connectivity is greater than ever as Hong Kong begins a new era of growth

香港總商會總裁楊偉添於8月1日履新。他接受《工商月刊》編輯顧善婷專訪，談及總商會未來的工作重點，而隨着香港邁入經濟發展新紀元，他指出加強互聯互通亦至關重要

***The Bulletin: Congratulations on becoming the Chamber's CEO. Why did you decide to take on this role?***

**Patrick Yeung:** Thank you very much. This is a good question indeed, and I would like to quote from the 1994 film *Forrest Gump*: 'Life is like a box of chocolates: you never know what you're going to get.'

I found myself exactly in that situation. I had planned to work for three more years after I turned 60. But the right opportunity never arose, until the HKGCC position came along. It was something that had never crossed my mind, as I had always been working on the commercial side of the aviation and tourism industries with Swire and Cathay Pacific.

I am – and will always be – a home-grown Hong Kong boy. I was educated here, from

primary school to university, and began working in the 1980s, when Hong Kong's economy began to take off. I have witnessed the astonishing development it has undergone, and I have benefited from Hong Kong's success through the education I received and the career opportunities. At this stage, I want to make myself useful to my home city and do whatever I can. No matter how small the contribution, I want to be part of the bigger effort to see my city thrive.

***B: Your career has spanned various industries across Hong Kong, the Mainland and overseas. How will this experience inform your work at the Chamber?***

**PY:** I am very lucky to have been able to work in Hong Kong, Beijing, as well as in the Philippines, Thailand, Taiwan and Singapore. It opened up





**“I do want to put a lot of effort into reinforcing Hong Kong’s role as a super-connector; a bridge between the world and the Mainland.”**

**「我希望能專注於鞏固香港的超級聯繫人角色，發揮我們連接世界與內地的橋樑作用。」**



new horizons and gave me exposure to diverse cultures and people. Living in these cities brought with it a broad perspective and new paradigms.

Career-wise, I have been the longest in aviation, which is a very international business, and taught me how global markets and dynamics work. I also acquired valuable know-how in management and commercial operations. I believe all this will help me in my new role at the Chamber. I am also fortunate to have spent time in Beijing where I gained a good understanding of government relations, which I hope will add value to the Chamber’s work.

**B: What is at the top of your agenda as CEO?**

**PY:** The Chamber’s four pillars – advocacy, connections, events and business services – have made it the reputable organization that

it is today. I am not here to rock the boat. My role is to build on the strong foundations laid down by my predecessors and all those who have contributed to the Chamber’s growth.

However, as Hong Kong has seen some substantial changes since 2019, I do want to put a lot of effort into reinforcing Hong Kong’s role as a super-connector; a bridge between the world and the Mainland. Now that the pandemic is behind us, the focus of the Chamber will be to ramp up activities and grow existing networks both locally and overseas, as well as to keep up our advocacy work in support of policies favourable to the business community.

**B: The aviation sector has lost a lot of ground to rivals in the past three years, with Hong Kong**

**International Airport not yet able to function at full capacity due to manpower shortages. How long do you think it will be before the city regains the mantle of Asia’s aviation hub?**

**PY:** Before the Covid-19 outbreak, Hong Kong International Airport was one of the world’s busiest airports, with around 120 airlines connecting to about 220 destinations worldwide. It handled over 70 million passengers and 4.8 million tonnes of cargo. The third runway, which opened in 2022, can take on an extra 30 million passengers a year, boosting total capacity to about 100 million, with cargo rising to 9 million tons. With such capabilities, it is only a matter of time before the sector bounces back.

Of course, it won’t happen tomorrow. But hopefully, most Hong Kong carriers will be able to





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offer increased capacity, as well as new routes and destinations, by the year's end. In fact, Cathay Pacific added about 3,000 flights and reached one-third capacity last December, and aims to reach pre-pandemic capacity levels by the end of 2024, despite Hong Kong opening up much later than its neighbouring countries post-Covid. Once normalcy is restored, the sector will soon do better than in pre-pandemic times. Not necessarily in terms of just quantity, but also quality, for which Hong Kong has a good reputation.

An important factor to consider is Hong Kong's role in the National 14<sup>th</sup> Five-Year Plan. This includes enhancing and developing four sectors, one of which is Hong Kong's role as an international aviation hub. With this directive, and building on our excellent infrastructure, I am optimistic about the future and the city's status as a super-connector.

***B: The forecast for annual tourist arrivals this year will be about 46% of that in 2019. What can be done to boost numbers and attract a***

***wider demographic of travellers besides those from the Mainland?***

**PY:** While it is always good to see tourists returning, at one point some countries in Asia and around the world were struggling with overtourism. So, as well as trying to boost our visitor numbers, it is also important to offer sustainable and responsible tourism, and to ask ourselves how this can be done.

The future of Hong Kong's tourism industry depends on what we can do to set ourselves apart from competing destinations. If you look back to the period after the SARS crisis, it was the tourists from the Mainland who gave Hong Kong a strong boost. Tourism is an integral part of Hong Kong's economy, and the Mainland has consistently been our key source market.

Going forward, diversifying the tourism sector will be important in attracting a wider demographic. The younger generation, for example, have a different idea of tourism compared to older, more traditional visitors. They want more than shopping and food – they are looking for green tourism, art and culture, adventure travel. Also important to them is how eco-conscious and smart a city is. While Hong Kong already ticks many of these boxes, it also has the potential to develop more tourism products.

I believe we should not expect visitors to only want the traditional offerings of the past any more, or we will not move forward. In that regard, Hong Kong has lots of rich new attractions, such as the Hong Kong Palace Museum and M+. Many people don't know that T•Park – a waste-to-energy plant





that processes around 2,000 tons of sludge daily – also has a bird sanctuary, gardens and spas. Take the collaboration between Star Ferry and the Peninsula Hong Kong to offer high tea cruises, or the yellow ducks that were in Victoria Harbour recently – they brought so much joy to both locals and visitors. These are all great examples of a multi-layered approach to sparking excitement about Hong Kong.

**B: Despite the Government supporting small businesses and handing out tranches of e-consumption vouchers, growth has been sluggish. How can the economy be stimulated in the face of external factors like high interest rates and weak global demand?**

**PY:** As the Chinese saying goes, ‘To grow your business, either save on costs or look for new revenue streams.’ Hong Kong must find and develop new markets, and our Chief Executive is actively pursuing business development abroad, particularly in the Middle East and ASEAN countries.

SMEs are integral to economic growth, but depending on the sector, they need different kinds of support and plans. For example, while there is a lot of talk about the need to embrace digitalization, not all companies have the knowledge or capability. The Government must consider broader policies that help to equip enterprises with the requisite skills needed.

Hong Kong must also seize opportunities for deeper connections with the Greater Bay Area (GBA). It is potentially a big source of

manpower for our shrinking labour market. For example, Cathay Pacific has decided to recruit both cockpit and cabin crew from GBA cities. The Government could also consider introducing schemes that help GBA graduates seeking jobs to live and work in Hong Kong. Besides this, the sharing of tech knowledge between all the GBA cities will go a long way towards promoting high-quality growth as Hong Kong crosses into the next phase of development.

The Chamber can play a role in helping members explore more opportunities in the GBA, as well as the Middle East and ASEAN, for which the Government has already paved the way. We can also build on the trade agreements signed in these regions, and cohesively coordinate efforts to encourage Hong Kong companies to build new business connections.

**B: With your experience in international companies and having dealt with overseas markets, how can we combat the negative misperceptions being spread about Hong Kong?**

**PY:** My friends overseas are always asking me, ‘Is Hong Kong okay?’ ‘Is it safe?’ Well, in today’s world, with all these geo-political issues, we cannot rely on others to say good things about us, particularly with the prevalence of fake news and biased media coverage. This means it is on us to tell Hong Kong’s stories loud and clear. That’s why going out and spreading the word is so important.

In fact, I have adopted 12 Chinese characters 唱好香港故事，引進來、帶出去, as a directive for my new

role at the Chamber, which means: ‘Sing Hong Kong stories well, bring in and reach out’ (for investment opportunities). At the Chamber, we have many opportunities to share positive stories through networking events, advocacy, and connections via our 4,000-plus corporate members. At the same time, we also need to actively attract people who are interested in investing, because business always follows the money. Hong Kong is known for its financial infrastructure and products, and opportunities are being created every single day.

**B: On a separate note, I’d like to ask about your passion for music. As a tenor, you’ve given many solo performances in Hong Kong over the years. What sustains your love for singing?**

**PY:** My singing gene comes from my mother, an amateur Cantonese opera singer. The nourishment came from the high school I attended, St Paul’s Co-Educational College, where I had the opportunity to sing regularly in the school choir and at church services.

Singing is an excellent exercise with a lot of mental and physical benefits. Singing also generates energy; it is contagious, inspires and is a great way to connect with people. This is why, since I turned 60, I have been holding annual performances at The Theatre, Hong Kong City Hall, which provides a platform to reconnect with friends and colleagues.

This resonates with my new and important role at the Chamber: forging new and wider connections, and singing good stories about Hong Kong to the world.

**問：恭喜您成為總商會總裁。您為何決定接任這個職位？**

答：謝謝。這實在是個好問題，我想引用1994年上映的電影《阿甘正傳》的一句對白：「人生就像一盒巧克力，你永遠不知道下一口會嘗到哪種味道。」用這句話來形容我的處境貼切不過。

我打算到60歲後再多工作三年，但一直未遇到合適的機會，直到總商會這個職位出現。我從沒想過擔任總商會總裁一職，畢竟我多年來一直在太古集團及國泰航空從事航空和旅遊等商業性質的工作。

我在香港土生土長——從小學到大學，我都在這裡讀書，其後本地經濟在1980年代起飛時，我剛好踏足社會工作。我見證了香港的驚人發展，而這裡提供的教育和就業機會，亦令我受惠於香港的成就。在現階段，我希望盡己所能，為香港這個家做點事，即使力量何其微小，亦渴望能為這個城市的繁榮昌盛出一分力。

**問：您曾在香港、內地和海外地區從事不同行業，這些廣泛經驗對您在總商會的工作有何幫助？**

答：我很幸運能先後在香港、北京、菲律賓、泰國、台灣和新加坡工作。這些經驗讓我接觸到各地的文化和不同背景的人士，令我眼界大開。在這些城市生活，亦有助我擴闊視野，啟發新思維。

多年來我一直從事航空業，這個行業十分國際化，我從中了解到環球市場的運作和動向，同時汲取了寶貴的管理和商業營運知識，相信這些經驗將有助我做好在總商會的新角色。我亦有幸曾獲派駐北京，讓我對政府關係有充分的掌握，希望對日後總商會的工作有所助益。

**問：作為總裁，您的優先要務為何？**

答：總商會能成為今日廣受推崇的商業機構，實要歸功於其四大支柱——政策倡議、商務聯繫、內外活動和商業服務，因此我絕不能將之一手摧毀。我的角色是在

**“Hong Kong must also seize opportunities for deeper connections with the Greater Bay Area. It is potentially a big source of manpower for our shrinking labour market.”**

**「香港亦要把握機遇，與大灣區加深聯繫。本港勞動市場不斷萎縮，而大灣區可成為補充人力的重要來源。」**

一眾前輩賢士奠立的扎實基礎上更上層樓，推動總商會向前邁進。

不過，香港自2019年以來經歷了一些重大變動，我希望能專注於鞏固香港的超級聯繫人角色，發揮我們連接世界與內地的橋樑作用。隨着疫情過去，總商會將把焦點集中在提升活動質素、擴充現有的海內外網絡，以及繼續推進倡議工作，支持有利商界發展的政策方面。

**問：過去三年，本港航空業的優勢被競爭對手大幅追近，而香港國際機場受到人力短缺問題困擾，至今仍未能全力運作。您認為香港重拾亞洲航空樞紐的地位需時多久？**

答：疫情爆發前，香港國際機場曾是全球最繁忙的機場之一，約有120家航空公司提供航班服務，連繫全球約220個航點，客運量和貨運量分別超過7,000萬人次和480萬公噸。第三跑道已於2022年正式啟用，每年可處理額外3,000萬旅客人次，將客運能力提升至約一億人次，貨運量則增至900萬公噸。現時機場有充足的容量，業界要全面復蘇只是時間問題。

這當然不會立即發生，但大部分香港航

空公司有望在年底前增加容量，並新增航線和航點。儘管與鄰近國家相比，香港在疫後較遲恢復對外開放，但國泰航空已於去年12月增加約3,000班航班，恢復至疫情前水平約三分之一，目標為在2024年底前回復到疫情前水平。一旦全面復常，航空業的表現很快便會超越疫情前水平，而且不只是數字上的增長。香港素以優質服務著稱，未來的服務質素亦有望進一步提升。

此外，香港在國家「十四五」規劃中的角色亦是重要考慮因素。國家支持香港提升和發展四個新興領域，國際航空樞紐便是其中之一。我們有明確方向和良好的基建，因此我對前景感到樂觀，相信香港能發揮超級聯繫人的角色。

**問：預計今年全年訪港旅客總數約為2019年的46%，我們可如何增加旅客人數，並吸引內地以外地區的遊客？**

答：旅客人數回升固然是一件好事，但過度旅遊亦令亞洲和其他地區的部分國家飽受困擾。因此，在着力增加旅客人數的同時，我們亦要思考如何建立可持續和負責任的旅遊模式。

香港旅遊業的未來取決於我們如何在眾多目的地中脫穎而出。回顧沙士危機後





的時期，內地旅客大力支持本港發展。旅遊業是香港經濟不可或缺的一部分，而內地一直是我們的主要市場。

展望未來，推動旅遊業多元發展將成為擴闊遊客來源的關鍵。舉例說，年輕一代對旅遊的看法與較年長的傳統遊客不同。除了購物和美食，他們亦注重綠色旅遊、藝術文化及歷險旅遊。此外，城市的環保意識和智慧發展也十分重要。香港現已符合以上多項條件，但仍有潛力開發更多旅遊產品。

我們必須與時俱進，並認清遊客不再滿足於傳統旅遊模式。為此，香港已開設豐富多彩的新景點，例如香港故宮文化博物館和M+。T•PARK源區較鮮為人知，其廠房每天可處理約2,000噸污泥，轉廢為能，更設有雀鳥保護區、園林花園和水療池。此外，天星小輪與香港半島酒店合作，讓乘客在渡輪上享用下午茶，巨型橡皮鴨最近亦到訪維多利亞港，為市民和遊客帶來歡樂，可見香港正採取多管齊下的方式，提升作為旅遊勝地的吸引力。

**問：儘管政府已推出各項措施支援小商企，並多次發放電子消費券，經濟增長仍然停滯不前。面對利率高企和全球需求疲弱等外圍因素，應如何刺激經濟？**

**答：**俗語有云：「開源節流」正是業務增長之道，香港要發掘並拓展新市場，開拓新的收入來源。為此，行政長官正積極在海外探索新商機，尤其是中東和東盟國家。

中小企是經濟增長不可或缺的一部分，但各行各業需要的支援和計劃有所不同。舉例說，數碼轉型日漸普及，但企業未必具備所需的知識或能力。政府應考慮推行更廣泛的政策，協助企業提升數碼技能。

香港亦要把握機遇，與大灣區加深聯繫。本港勞動市場不斷萎縮，而大灣區可成為補充人力的重要來源。舉例說，國泰航空已開始在大灣區城市招聘機師和機艙服務員。政府亦可考慮推出計

劃，協助大灣區畢業生來港生活和工作。此外，隨着香港進入發展新階段，大灣區各城市應促進科技知識交流，從而推動高質量發展。

總商會可協助會員在大灣區、中東和東盟探索更多商機。特區政府已在當地為企業鋪路，我們可善用與這些地區簽訂貿易協議帶來的好處，並鼓勵港企建立新的業務聯繫。

**問：根據您任職國際企業和聯繫海外市場的經驗，我們應如何消除外界對香港的負面誤解？**

**答：**身處海外的朋友經常問我：「香港還好嗎？」或「香港安全嗎？」現今世界充斥地緣政治問題，加上假新聞和偏頗的傳媒報導大行其道，我們不能依靠外界為香港說好話。我們需要主動、清晰地說好香港故事，因此對外宣傳十分重要。

我在總商會擔任新職務時，將以12個字為指引：「唱好香港故事，引進來、帶出去。」總商會透過聯誼活動、政策倡議工作，以及與4,000多名企業會員的聯繫，大有機會說好香港故事。與此同時，商業發展往往跟隨資金的流向，因此我們亦要主動吸引有興趣的投資者。香港的金融基建和產品享負盛名，為我們開創源源不絕的新機遇。

**問：除此之外，我亦希望了解您對音樂的熱誠。您曾為多個音樂會擔任男高音獨唱，有甚麼原因令你一直熱愛聲樂？**

**答：**我的歌唱天分遺傳自母親，她是一名業餘粵劇演員，音樂素養則來自聖保羅男女中學。我曾參與學校合唱團和教會事奉，經常有機會演唱。

唱歌是一項有益身心健康的活動，能夠產生正能量。此外，聲樂富感染力、鼓舞人心，也是建立聯繫的良方。因此我步入60歲後，每年都會在香港大會堂劇院舉行演唱會，與朋友和同事聯誼交流。這與我在總商會的要務不謀而合：建立更廣泛的新聯繫，並向世界唱好香港故事。

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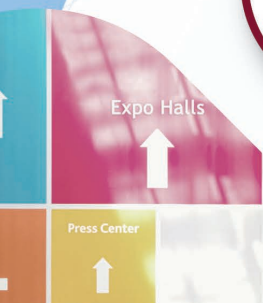
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# Boosting Global Connectivity

## 加強聯通世界

The latest trade facilitation initiatives by Hong Kong Customs reinforce the city's status as a top international trade and logistics hub

香港海關最近推出多項貿易便利措施，鞏固香港作為首選國際貿易及物流樞紐的地位

**To strengthen Hong Kong's role as a global super-connector and promote a business-friendly environment, the Hong Kong Customs and Excise Department is actively pushing forward a slew of innovative trade facilitation measures designed to streamline Customs clearance procedures as well as protect consumers, revenue and intellectual property rights.**

Louise Ho, Commissioner of Customs and Excise, provided a detailed update on the various measures during a presentation at the Shipping & Transport Committee meeting on 6 July. From unifying trade document submission to leveraging technology for seamless cargo processing, the initiatives demonstrate Hong Kong's commitment to cement its position as a leading global trade hub.

### Authorized Economic Operator

The Authorized Economic Operator (AEO) Programme offers prioritized Customs clearance and reduced inspection for trusted trade partners. With 13 signatories – including the Mainland, India, Korea, Singapore, Thailand,

Malaysia, Japan, Australia, New Zealand, Israel, Canada, Mexico and Indonesia – it aims to expand its network to other ASEAN countries, the Gulf Cooperation Council, and Belt and Road Initiative economies.

### Single E-lock Scheme

An award-winning innovation, Single E-lock Scheme employs GPS and accredited e-lock for real-time monitoring by Hong Kong and the Mainland Customs administrations. It provides seamless cross-boundary Customs clearance facilitation for intermodal transshipment cargoes/postal items among clearance points in Hong Kong and the Mainland. Currently, it covers a total of 76 clearance points: 60 in Guangdong Province, 3 in Hunan Province, and 13 in Hong Kong, providing the logistics industry with over 800 cross-boundary routes.

### FTA Scheme

Another important arrangement that consolidates Hong Kong's position as a logistics centre is the Free Trade Agreement Transshipment Facilitation Scheme

(FTA Scheme). As the Mainland has been proactive in establishing FTAs with different countries and regions, this scheme facilitates goods passing through Hong Kong to enjoy stipulated tariff concessions. Customs supervision services and Certificate of Non-manipulation are provided to certify that relevant cargoes have not undergone any further processing during their stay in Hong Kong. This echoes the national development strategy and streamlines trade with 66 economies, including all ASEAN countries.

### Trade Single Window

In terms of facilitating trade efficiency, the Trade Single Window (TSW) allows traders to submit trade documents for trade declaration and Customs cargo clearance through a one-stop electronic platform. Simplifying document submission workflows, between Government departments and trade, it has been well received by the industry.

Phase 1 was launched in December 2018 covering 14 types of trade documents, and is now in full service. Phase 2, covering another





28 types of trade documents, is being rolled out progressively across four batches (Phase 2A to 2D). Phase 2A was launched on 15 May this year, and covers 14 types of trade documents. Phase 3 is the final and most complex phase of the TSW, covering a huge volume of trade documents related to import and export declaration, cargo information and permits. The Government is targeting the roll out of Phase 3 services by batch from

early 2026, and expects to fully implement the TSW by 2027.

### **Sea-Air Transhipment Cargo Pilot Scheme**

As the Government is increasingly looking to reinforce intermodal transport and strengthen Hong Kong's role as a logistics hub in the Greater Bay Area (GBA), the Airport Authority has operated the Sea-Air Transhipment Cargo Pilot Scheme.

Cargo security screening, palletization and airline acceptance for the export cargoes of the GBA can be completed upstream in compliance with the Hong Kong's air cargo regulations at the Dongguan Hong Kong International Airport (HKIA) Logistics Park, and transhipped to HKIA by vessel for direct uplift to overseas destinations and vice versa for overseas cargoes transhipping to the Mainland.



With the application of the brand-new electronic monitoring system for close-loop monitoring of cargoes, Hong Kong Customs provides one-stop clearance facilitation, whereby import and export clearance of the cargoes transhipped under the scheme will be handled in one go at HKIA. It serves the market with greater time efficiency and cost-effectiveness, while enhancing connectivity and collaboration among GBA cities.

### Air-Land Fresh Lane

Last but not least, the Air-Land Fresh Lane initiative establishes a "Green Channel" for fresh products between overseas markets and the GBA, utilizing Hong Kong International Airport and the Hong Kong-Zhuhai-Macau Bridge. Through streamlining Customs clearance and simplifying quarantine arrangements, it facilitates the efficient cross-boundary movement of high-end fresh products, promoting better integration of global trade and commerce in the GBA.

為加強香港作為全球超級聯繫人的角色，以及創造有利營商的環境，香港海關正積極推行一系列創新的貿易便利化措施，旨在精簡清關程序，以及保障消費者、企業收入和知識產權。

在船務及運輸委員會7月6日的會議，海關關長何珮珊詳細講解各項新措施，包括推出一站式平台以供提交貿易文件，以及運用科技實現順暢無縫的貨物處理流程，可見香港決心鞏固作為領先全球貿易中心的地位。

### 認可經濟營運商

根據「認可經濟營運商計劃」，可信賴的貿易夥伴可享有優先清關和減少查驗等待遇。現時香港已經與13個經濟體簽訂互認安排，包括中國內地、印度、韓國、新加坡、泰國、馬來西亞、日本、澳洲、新西蘭、以色列、加拿大、墨西哥和印尼，並計劃將網絡擴展至其他東盟國家、海灣阿拉伯國家合作委員會成員國和「一帶一路」沿線國家。

### 跨境一鎖計劃

得獎創新項目「跨境一鎖計劃」運用全球定位系統和經認可的電子鎖，由香港和內地海關實時監察貨物狀況，為多模式聯運轉運貨物或郵件提供無縫跨境清關服務。現時計劃合共覆蓋中港兩地76個清關點，廣東省和湖南省分別設有60個和三個清關點，另有13個位於香港，為物流業提供超過800條跨境路線。





### 中轉易

另一項重要安排為「自由貿易協定中轉貨物便利計劃」（「中轉易」），有助鞏固香港作為物流中心的地位。內地積極與不同國家和地區簽訂自由貿易協定，而「中轉易」讓中轉香港的貨物享有這些協定提供的關稅優惠。「中轉易」為貿易商提供海關監管服務及簽發「中轉確認書」，證明貨物中轉香港期間未再加工。這項計劃配合國家發展策略，精簡了香港與66個經濟體的貿易程序，所有東盟國家亦包括在內。



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## 單一貿易窗口

提升貿易效率方面，「單一貿易窗口」讓貿易商透過一站式電子平台提交貿易文件，辦理貿易報關和貨物清關手續，有效簡化企業向政府部門提交文件的流程，因此廣受業界歡迎。

第一階段於2018年12月推出，涵蓋14類貿易文件，現已全面投入服務。涵蓋另外28類貿易文件的第二階段將分批推出（分為2A至2D四個階段），其中2A階段已於今年5月15日推出，涵蓋14類貿易文件。最後及最複雜的第三階段涉及大量貿易文件，涵蓋進出口報關單、貨物資料及許可證申請文件。政府計劃於2026年初開始分批推出第

三階段服務，並於2027年前全面實施「單一貿易窗口」。

## 海空貨物聯運先導計劃

政府正着力發展多式聯運，加強香港作為大灣區物流中心的角色。為此，香港機場管理局推出了「海空貨物聯運先導計劃」。

大灣區出口貨物可在東莞的香港國際機場物流園預先完成安檢、裝箱或打板及收貨，然後以符合香港空運貨物保安的方式，經水路運抵香港國際機場，再直接轉運到世界各地。海外貨物亦可套用上述相反路線，經香港進口內地不同省市。

香港海關應用全新電子監察系統，以嚴密監管貨物及提供一站式清關服務，經此計劃轉運的貨物進出口清關將在香港國際機場一次過處理。有關安排有助提升時間和成本效益，並加強大灣區各城市之間的聯通和合作。

## 空陸鮮活食品專屬快線

最後，「空陸鮮活食品專屬快線」為鮮活食品開設「綠色通道」，經香港國際機場和港珠澳大橋連接大灣區與海外市場。透過精簡清關程序和簡化檢驗安排，這項措施將促進優質鮮活食品的跨境流動，推動大灣區邁向全球商貿一體化。



# 僱主守法

## Obey the Law

### 勞保買足免刑責

### Take out adequate Employees' Compensation Insurance cover

《僱員補償條例》規定，所有僱主，不論僱員全職或兼職（包括外籍或本地家庭傭工），合約期或工作時數的長短，必須投購足夠金額的僱員補償保險。若僱主不依法例投購僱員補償保險，可被檢控，一經定罪，最高可被判罰款十萬元及監禁兩年。  
The Employees' Compensation Ordinance provides that all employers are required to take out adequate employees' compensation insurance cover for their employees, regardless of whether they are full-time or part-time (including foreign or local domestic helpers), their contract periods or length of working hours. An employer who fails to comply with the Ordinance to secure an insurance is liable to prosecution and, upon conviction, to a maximum fine of \$100,000 and imprisonment for two years.

僱員如懷疑僱主未有投購僱員補償保險，可向勞工處舉報，電話：  
An employee who suspects that his/her employer has not taken out employees' compensation insurance could report to the Labour Department by phone:

# 2815 2200



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# Cryptocurrency in Divorce Cases

Cryptocurrency is now considered property in Hong Kong, with significant implications for asset division in a divorce

**An important decision in April from Hong Kong's Court of First Instance, in the matter of Gatecoin Limited, ruled that cryptocurrency is "property," a development that is relevant to asset division in divorce proceedings.**

Cryptocurrency can only be transferred from one user to another through a cryptocurrency network, with the transfer initiated and approved by the owner. Cooperation or a court order is required for a transfer.

Blockchain is a publicly available ledger that records all transactions made in respect of cryptocurrency. A user can trace cryptocurrency from its creation through to all its transactions. Every transaction recorded in the blockchain is unique, which should ease tracing and identifying the transactions.

In most jurisdictions, it is accepted that cryptocurrency is property.

## **Disclosure of Cryptocurrencies**

How does all this affect divorce cases? In divorce proceedings, each party must provide full disclosure of their "income, earning capacity, property and other financial resources." Failure to provide this may place parties in contempt of court, risking a fine or even potential imprisonment. "Property" for the purposes of







# 離婚案件中的加密貨幣事宜

現時加密貨幣在香港被認為財產，對離婚個案的資產分配造成重大影響

matrimonial legislation means “any real or personal property, any estate or interest in real or personal property, any money, any negotiable instrument, debt or other chose in action, and any other right or interest whether in possession or not.” It is useful to have the High Court confirm that “property” includes holdings of cryptocurrencies and can be held on trust.

The right questions should be asked early on in the disclosure process relating to the existence of crypto assets, online accounts with exchanges, or the location of any digital currency wallets. Cryptocurrency account addresses and exchange statements should also be provided.

Indicators of undisclosed cryptocurrency could be based on provided disclosure, or from a party’s knowledge such as wealth incommensurate with the sources of income and assets held. If disclosure has not been provided voluntarily, it may be necessary to seek an order for specific disclosure from the party or third parties suspected of holding the investment.

With evidence of dissipation, it may be possible to seek an injunction to freeze the assets of the other party, if necessary, to cover cryptocurrency exchanges so that the investment cannot be traded. It may necessitate steps to physically secure the means of storage on which the private codes are stored, to prevent transfer

or destruction of the means of storage. The order may preserve any computer, USB or other device where the private keys to the cryptocurrency are recorded and held.

## Valuation of Cryptocurrencies

Cryptocurrencies may be volatile, particularly if they are not pegged to a real currency. This makes valuation an issue for the court when it comes to the final financial award, as well as for family practitioners advising their clients. Bitcoin is a good example of this: its value has risen and fallen sharply over time.

The value at the date of financial disclosure could be significantly different from the date of settlement or a court hearing, and significantly different again at the date of implementation. At the very least, a long-term view of pricing will be required, and possibly expert evidence to assist the court.

## Dealing with Digital-related Assets Split

When crypto assets are divided between the parties, they share the risk or benefit of changes in value. Because of the specific market and specialized trading platforms, not everyone wants to take on a cryptocurrency investment. One party may retain the cryptocurrency, offsetting it

against another asset. Problems may arise in the likely event of fluctuation – one party could walk away with real estate worth HK\$50 million and the other with HK\$50 million in cryptocurrency. The value of that currency could change significantly the very next month – they could become a billionaire overnight. An established principle is where price fluctuations can be anticipated as part of the natural function of a type of asset, the court will not be prepared to reopen a case now “closed,” even when the price fluctuations prove to be extreme (better or worse). If a hearing has concluded but an order is not yet made, or been made but not implemented, arguably there may be some scope to revisit the terms of the order.

Where parties have reached a mutually agreeable settlement, a crypto asset is just another asset needed to be divided between the parties. In other situations, it is important that the right questions are asked, and the courts take into account – when deciding the final ancillary relief award – the unique volatility of a crypto asset and a party’s financial risk appetite to own crypto.

As crypto assets are still poorly understood, it is important to instruct lawyers who appreciate the difficulties arising in terms of disclosure and in reaching a fair settlement.

## As crypto assets are still poorly understood, it is important to instruct lawyers who appreciate the difficulties arising in terms of disclosure and in reaching a fair settlement.

大眾對加密資產仍然所知甚少，而律師深明披露事宜和達成公平和解方案的難處，故尋求專業的法律意見十分重要。

香港原訟法庭在 4 月就 Gatecoin Limited 一案作出了重要裁決，裁定加密貨幣為「財產」，而這將影響離婚訴訟的資產分配。

加密貨幣只能透過加密貨幣網絡轉賬至另一用戶，而且只有擁有人能進行和批准轉賬，需要各方合作或法庭命令方可完成。

區塊鏈是公開的賬本，記錄了所有加密貨幣交易，用戶可追蹤加密貨幣的去向，從創建到每一宗交易都有跡可尋。每宗交易在區塊鏈上均擁有獨一無二的紀錄，便於追蹤和識別。因此，加密貨幣在大部分司法管轄區已獲認為財產。

### 就加密貨幣作出披露

這對離婚案件有何影響？辦理離婚

手續時，各方必須全面披露其「收入、謀生能力、財產及其他經濟來源」。如任何一方拒絕作出披露，則可能構成藐視法庭，可被罰款甚至監禁。就婚姻法例而言，「財產」指「任何土地財產或非土地財產，任何在土地財產或非土地財產中的產業權或權益，任何金錢，任何可轉讓票據，任何債項或其他據法權產，以及任何其他不論是否在管有中的權利或權益」。高等法院確認「財產」包括所持有的加密貨幣，而且能夠以信託方式持有，為我們提供了實用的指引。

在披露程序初期應提出正確的問題，包括是否存在加密資產和網上交易賬戶，以及任何數碼貨幣錢包的位置。此外，持有加密貨

幣的一方亦應提供加密貨幣賬戶的地址和交易報表。

根據已披露的資料或其中一方知悉的資料，例如另一方的財富與其收入和資產來源不相稱，可推斷出另一方持有未披露的加密貨幣。如另一方沒有作自願披露，則可能需要申請法庭命令，要求涉嫌持有加密貨幣投資的一方或第三方作出具體披露。

如有證據證明另一方耗散資產，可尋求法庭頒布禁令凍結另一方的資產，並在必要時要求涵蓋加密貨幣交易所的投資，使之無法進行交易。為免儲存工具被轉移或破壞，或有需要採取措施以保護存有私人代碼的實體儲存工具。法庭命令可要求保護任何紀錄和持有加密貨幣私鑰的電腦、外置記憶體或其他設備。

### 加密貨幣的估值

加密貨幣（尤其是不與真實貨幣掛鉤的加密貨幣）的價值或會出現波動，當法庭就最終金額作出裁決，或家事律師為客戶提供意見，便會因此面臨估值問題。舉例說，比特幣的價格曾大幅升跌。

加密貨幣在作出財務披露當日的價值與和解或法庭聆訊當日的價值或有重大差異，與執行當日的價值也可能有重大差異。因此，加密貨幣的定價需以長遠眼光看待，亦可能需要專家證據來協助法庭。

### 處理數碼相關資產的分割

當各方對加密貨幣資產進行分割，各方將共同分擔其價值變化所產生的風險或利益。加密貨幣具有特定的市場和專用交易平台，令部分人不願投資加密貨幣。其中一方或會



保留加密貨幣資產，用以抵銷另一資產的價值。假設其中一方分得價值港幣 5,000 萬元的房地產，而另一方分得相當於港幣 5,000 萬港元的加密貨幣，當加密貨幣價格出現波動，便可能會造成問題。若然加密貨幣的價值於一個月後大幅變動，持有加密貨幣的一方將在一夜之間成為億萬富翁。根據既定原則，倘價格波動被視為某類資產的可預測特性，即使出現極大的價格

波動（不論升跌），法庭亦不會為此重新審理已「結案」的案件。如果聆訊已經結束但尚未作出命令，或已作出命令但尚未執行，則或有空間重新審視命令的條款。

如各方已達成和解協議，加密資產與在各方之間分配的其他資產無異。在其他情況下，重點在於提出正確的問題，以及法庭就附屬濟助作出最終裁決時，考慮到加密貨幣資產獨有的波動性，以及其中一方

對其持有的加密資產的風險胃納。

大眾對加密資產仍然所知甚少，而律師深明披露事宜和達成公平和解方案的難處，故尋求專業的法律意見十分重要。



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# In a League of its Own 別樹一幟

FC Barcelona, which opened its Hong Kong office in 2013, continues to be a game changer not only in sports but also education and innovation  
巴塞隆拿球會於 2013 年開設香港辦事處，除了推廣體育運動，亦在教育 and 創新領域引領變革

**It's not a surprise that FC Barcelona has over 486 million of followers on social media. It is, after all, one of the most well-known sports brands in the world. And unlike other famous football clubs, Barça – as it is colloquially known – is not a limited company but owned and governed by its 144,846 members from around the world.**

FC Barcelona's motto "More than a club" is evident in how it nurtures talent at its world famous youth training centre, La Masia. With a 360-degree vision of education, the idea is not only to teach aspiring footballers about the game but also to give them invaluable life skills.

As a major player in the sports technology industry, FC Barcelona has set up the Barça Innovation Hub to promote new scientific research projects, create new products and services, and support future professionals in the industry

through digital platforms, master programmes and conferences.

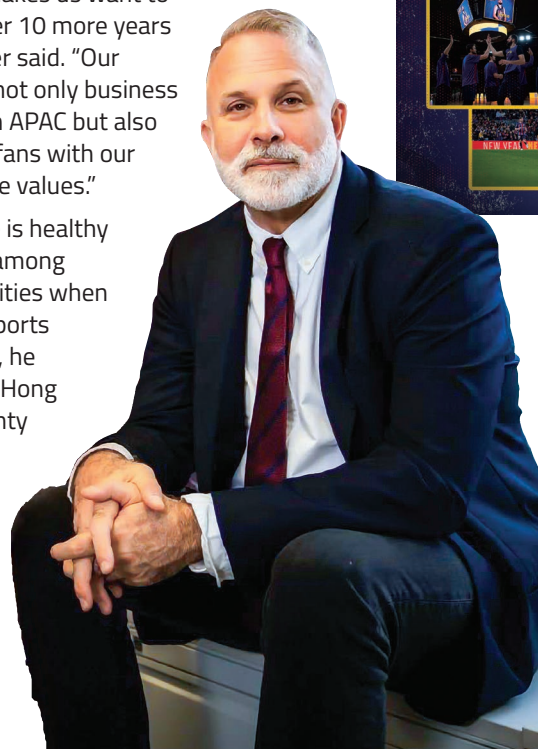
Besides efforts in the fields of education and innovation, the club also uses football as a tool for social transformation around the world. The Barça Foundation, which was launched in 1994 and has a presence in 16 countries, brings positive changes to the lives of vulnerable children.

"Each player donates 0.5% of their salary to the project," explained Bryan Bachner, Managing Director of APAC and Americas, FC Barcelona. "Through sport and its values, we contribute to make real changes to social inclusion and equity."

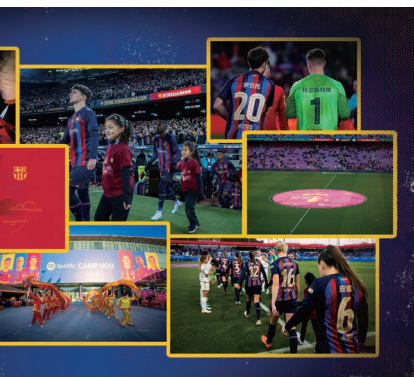
Seeing the potential for sports development in the Asia-Pacific region, FC Barcelona set up an office in Hong Kong in 2013. "We are exceptionally proud of the fact that one of our two global offices calls Hong Kong its home. This year marks the 10<sup>th</sup> anniversary, and the welcome we have received in Hong Kong makes us want to spend another 10 more years here," Bachner said. "Our office builds not only business for the club in APAC but also engages our fans with our sport and core values."

Though there is healthy competition among many Asian cities when it comes to sports development, he believes that Hong Kong has plenty

**Bryan Bachner,**  
Managing Director of APAC and  
Americas, FC Barcelona  
巴塞隆拿球會亞太區及美洲董事總經理  
**Bryan Bachner**







of advantages because of its love for sports, its business-friendly environment, and its positioning as a major gateway to the Mainland.

“The HKSAR Government has been proactively promoting sports development and is reinvigorating Hong Kong’s status as a centre for major international sports events in recent years,” he said.

Meanwhile, the club’s Hong Kong office will be redoubling

efforts to ensure that members and supporters will continue to be proud of their sporting successes and community outreach.

“We will also continue to explore innovative ways to tell our story through social media, and to bring our Asian fans closer to our new Spotify Camp Nou (the club’s home since it opened in September 1957),” said Bachner.

Apart from maintaining close ties with its current fans, the club also wants to build relationships with people from different sectors. “We became a member of HKGCC a year ago, and we have scored a goal by joining. It helps us expand business networks and learn more about commercial developments in the region,” he said.

**巴塞隆拿球會（巴塞）在社交媒體的關注人數超過 4.86 億，作為全球最知名的體育品牌之一，實在不足為奇。有別於其他知名球會，巴塞並非一家有限公司，而是由全球 144,846 名會員共同擁有和管理的組織。**

巴塞旗下的拉瑪西亞青訓營以培育人才聞名於世，反映該球會致力實踐「不只是一家球會」的座右銘。青訓營秉持全方位教育理念，除了向有志成為球員的青年傳授球技，亦會協助他們訓練生活技能。

作為體育科技行業的主要參與者，巴塞隆拿球會成立了巴塞創新中心，旨在開展新科研項目，研發創新產品和服務，並透過電子平台、碩士課程和研討會等渠道，培育未來行業專才。

在教育 and 創新領域以外，該球會亦在世界各地利用足球推動社會轉型。舉例說，巴塞基金會於 1994 年成立，目前在全球 16 個國家改善弱勢兒童的生活。

巴塞隆拿球會亞太區及美洲董事總經理 Bryan Bachner 解釋：「每位球員都會將薪酬的 0.5% 捐贈予基金會。我們積極推廣體育運動及發揚體育精神，藉以為社會共融和平等作出實際貢獻。」

有見亞太地區的體育發展潛力，該球會於 2013 年來港開設辦事

處。Bachner 表示：「巴塞設有兩個國際辦事處，其中之一位處香港，使我們引以為傲。今年是球會進駐十周年，我們在此期間獲得熱烈歡迎，因此希望在香港渡過下一個十年。設立辦事處不但有助拓展亞太區業務，亦讓我們向球迷推廣體育運動，以及宣揚球會的核心價值。」

許多亞洲城市在體育發展方面存在良性競爭，但 Bachner 認為香港優勢眾多，包括熱愛體育、便利營商的環境，以及作為通往內地的門戶角色。

他說：「香港特區政府近年積極推動體育發展，務求重拾國際體育盛事中心的地位。」

與此同時，巴塞香港辦事處將加倍努力，繼續追求體育成就和推動社區外展工作，滿足一眾會員和球迷的期望。

Bachner 表示：「我們亦會繼續探索創新方式，透過社交媒體宣揚球會的理念，並拉近亞洲球迷與 Spotify 魯營球場（自 1957 年 9 月落成至今的球會主場）的距離。」

除了與現有球迷維持緊密關係，該球會亦希望與不同界別的人士建立聯繫。Bachner 表示：「我們在一年前加入總商會，從中獲益良多。加入總商會有助我們拓展業務網絡，以及了解區內商業發展。」

Company 公司名稱：FC Barcelona  
 HKGCC Membership No. 總商會會員編號：HKF0479  
 Established 創辦年份：2013  
 Website 網站：https://www.fcbarcelona.com





# Service with a Smile

## 以誠待客

Prioritizing customer satisfaction and providing tailor-made, memorable experiences are deeply woven into the philosophy of the W Hong Kong  
 優先滿足住客所需和量身定制難忘體驗，是香港 W 酒店的經營理念

**The contemporary and stylish W Hong Kong, known for its high-quality dining outlets and state-of-the-art facilities, has been catering to the city's business and leisure travellers since it threw open its doors in 2008.**

"Located in bustling West Kowloon, the W Hong Kong has a magnificent harbour view," said Matthias Vogt, General Manager, W Hong Kong. "We offer 393 spacious rooms, the award-winning bliss® spa, artsy yet versatile business facilities and function space, recreation facilities, and signature restaurants. And located on

the 76<sup>th</sup> floor is the pool and open-air poolside bar, which rank among the highest in the world."

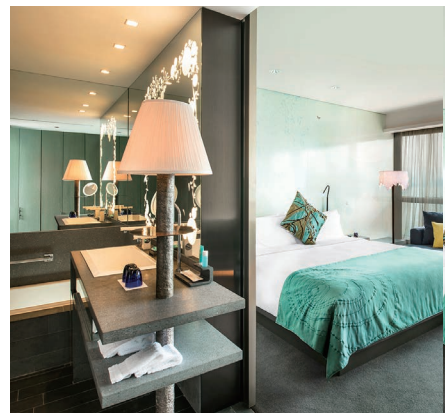
Besides its modern design and top-drawer amenities, the five-star hotel is also known for its "Whatever/Whenever®" service philosophy – "Whatever you want. Whenever you want it" – which is all about prioritizing customer satisfaction through tailor-made services, thus translating into a more memorable experience for clients.

"At W Hong Kong, we believe that 'our talents live it, and our guests feel it.' We

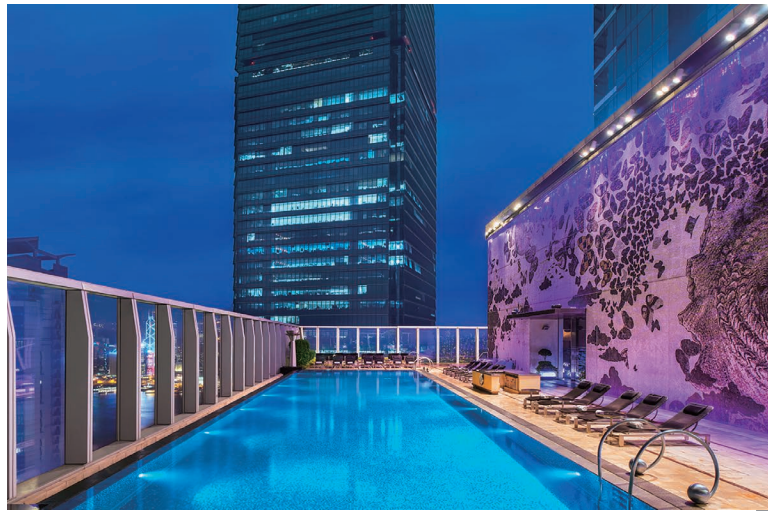
strive to offer customers an unforgettable stay," Vogt said, adding that the hotel also regularly organizes a range of thoughtfully curated art, fashion and music-related events and activities in an effort "to create an experience that is often imitated but never equalled."

For example, W Hong Kong was able to organize its "Soak & Shake @ WET 76" poolside party in June this year after the Government finally rolled back pandemic-related travel restrictions.

"After three long years, we were happy to bring back this signature event," he







explained. “We had popular DJs spinning dynamic beats, plus luxury champagne, rosé wine, signature cocktails, unlimited tapas, plus all kinds of performances. Together they made for an exciting atmosphere.”

To ensure that the hotel remains relevant in Hong Kong’s highly competitive

hospitality industry, the team regularly evaluates and adapts to market trends and customer preferences.

“This is one of the reasons why we joined HKGCC, as it provides us with a great platform to connect with other companies while staying informed about the latest trends and opportunities,” said Vogt. “It also helps to enhance our visibility, credibility and influence in the community.”

Looking to the future, the hotel will continue to ramp up efforts to keep Hong Kong’s energy buoyant through exciting lifestyle and arts events that cater to a wide demographic. “We will continue to amplify the experience we offer with all things new/next from fashion, music and design, fuelled through a range of ‘W happenings,’” he said.

**香港 W 酒店以優質餐廳和先進設施見稱，展現出現代時尚風格，自 2008 年開業以來，一直為本港的商務和休閒旅客服務。**

香港 W 酒店總經理傅國賢表示：「香港 W 酒店坐落於繁華熱鬧的西九龍，坐擁壯麗的海港景觀。我們提供 393 間寬敞客房，亦設有屢獲殊榮的 Bliss® 水療中心、富藝術感的多功能商業設施和活動場所、娛樂設施及特色餐廳。此外，戶外泳池和池畔酒吧位於 76 樓，高度位居世界前列。」

除了現代設計和頂級設施，該五星級酒店亦以「隨時／隨需®」的服務理念著稱——「無論何時、有何需要」，酒店都會提供量身定制服務，盡力滿足住客所需，讓他們留下深刻印象。

傅國賢說：「香港 W 酒店深信『團隊竭誠服務，賓客定能體會』，因此我們致力為住客提供難忘的住宿體驗。」他補充，酒店亦會定期舉辦精心策劃的藝術、時尚和音樂活動，「以創造無可比擬的體驗」。

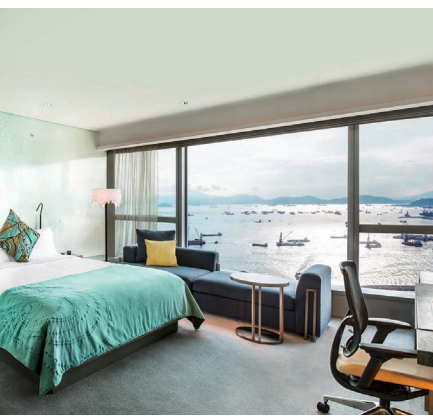
舉例說，政府撤銷防疫旅遊限制後，酒店於 6 月舉辦了「Soak & Shake @ WET 76」池畔派對。

他解釋：「經歷了漫長的三年，我們很高興能復辦這一重點活動。我們邀得大受歡迎的唱片騎師帶來動感節拍，並提供多款名貴香檳、粉紅葡萄酒和特色雞尾酒，配以無限量供應的開胃小菜，還有各式各樣的精彩表演，營造出刺激氣氛。」

為了在競爭激烈的香港酒店業保持領先，酒店團隊定期評估市場趨勢和客戶喜好，並據此作出調整。

傅國賢說：「這正是我們加入總商會的原因之一。總商會為我們提供良好的平台，與其他公司建立聯繫，了解最新趨勢和機遇，亦有助我們增加曝光率、提升信譽和影響力。」

展望將來，香港 W 酒店將繼續加緊努力，為廣泛受眾舉辦休閒和藝術活動，維持香港活力充沛的形象。傅國賢說：「我們將繼續透過豐富的『W Happenings』活動，呈獻全新的時尚、音樂及設計體驗。」



Company 公司名稱：W Hong Kong  
HKGCC Membership No. 總商會會員編號：HKW0600  
Established 創辦年份：2008  
Website 網站：https://w-hotels.marriott.com



## 轉數快 x 中小企 同創新・增效益・拓商機

電子支付在香港越來越盛行，新冠疫情更深深改變了香港人的消費習慣，中小企業有必要乘著大勢，搭上這趟科技快車，增加利用非接觸式付款方式經營和運作，提升市場競爭力。快速支付系統「轉數快」支援即時轉帳，不論收款付款都可以全程電子化。

### 商戶使用「轉數快」收款付款更輕鬆

#### 收款

中小企業使用「轉數快」收款，程序非常簡單。企業只需向銀行或電子錢包營運商申請用作收款的「轉數快」二維碼(QR code)，並展示於收款位置，客戶便可利用手機裝置直接付款。無接觸免找續，一「掃」即完成程序，又快又方便。

如設有POS (Point of Sale終端機)系統收款的中小企業，更可要求銀行或電子錢包營運商將「轉數快」QR code加入系統內。企業便可透過POS系統結合不同支付模式包括「轉數快」，為客戶提供更多電子付款選擇。

至於網上商店，可於網站展示「轉數快」QR code。客戶輕鬆掃碼付款，無須提供信用卡或個人資料，網購付款安心又放心。另外，商戶還可以利用「轉數快」的App-to-App/Web-to-App付款功能，如客戶於付款時選擇以「轉數快」進行支付，便可以自動啟動轉換至手機內支援此功能的銀行或電子錢包的應用程式以「轉數快」付款。無論各行各業，大機構或中小企，若設有手機應用程式或網頁供客戶付款均可使用，促進客戶體驗及營運效率以增加銷售量。

#### 付款及繳費

除了收款，中小企業還可以透過「轉數快」付款或轉帳，只需輸入收款人的轉數快帳戶代號(包括電話號碼、電郵地址或轉數快識別代號)，無論何時何地，都可即時轉帳。相比簽發支票，電子支付更能減低行政及營運成本，方便快捷又環保，有助企業將資源更有效地投放到其他方面拓展業務。

如果商戶的手機銀行備有掃描功能，亦可以經「轉數快」繳付帳單，例如水、電、煤，部分政府與公營機構帳單都已經備有「轉數快」QR code，帳單資料包含於QR code內，商戶不用再輸入資料，帳單費用一掃即繳。

### 「轉數快」知多啲

- 「轉數快」的登記帳戶已經突破 **1,200萬個**。
- 「轉數快」平均每天處理超過 **120萬宗**即時交易(約值90億港元)。
- 透過「轉數快」支付予商戶的交易平均每天 **17萬宗**，按年上升**24%**，透過「轉數快」支付予商戶越來越普及。

### 採用「轉數快」好處數不盡

**降低成本：**「轉數快」較其他收付方案(如信用卡及支票)更經濟實惠。使用「轉數快」即時轉帳減省人手及時間簽發支票，省卻繁瑣行政手續及處理支票的成本，方便又環保。

**簡化支付流程：**「轉數快」顧名思義就是快速收款付款，大大提升支付效率。

**自動化數據管理：**透過銀行或電子錢包營運商提供「轉數快」服務，支付流程全自動化，為企業提供清晰準確的交易紀錄，免卻額外人手逐筆交易核對。

**減少現金交易：**使用「轉數快」進行電子支付，中小企業能有效減低管理現金涉及的成本和風險，同時享有電子支付帶來的便利和安全性。

**增加現金流：**使用「轉數快」收款付款能即時到帳，讓中小企業能有效提升及管理資金流，令經營更具彈性。

**提升客戶體驗：**「轉數快」讓客戶隨時隨地進行支付，利用App-to-App/Web-to-App付款功能更有助簡化付款流程，進一步提升客戶體驗，增加客戶滿意度。



### 中小企業心聲\*

以「轉數快」二維碼收款可以減少接觸及現金找續，除了在店舖展示二維碼，更可以透過「轉數快」識別碼讓客戶在Instagram下單，靈活配合營運需要。加上操作簡單，無需任何設置費用，同事容易操作，顧客使用亦方便！

曲奇阿嬌

以轉數快繳付貿易通費用方便、簡單、快捷！

我們提供不同的電子支付包括「轉數快」讓客戶支付報關費用，經「轉數快」收取款項可即時到

帳及沒有時間限制，亦不收取任何手續費。銀行提供的「轉數快」交易報告不僅可以幫助我們準確地核實每筆報關費用支付狀況，並大量減少行政工作，亦同時提升員工的工作效率。

貿易通電子貿易有限公司

銀行提供方案將應用程式介面(APIs)整合至「轉數快」，支付流程全自動化。客戶只需掃描網站內的二維碼或以手機應用程式App-to-App付款功能，就可以通過「轉數快」支付遊戲點數費用。大大節省了八成人力成本，客戶付款後立即收到遊戲點數，滿意度亦提高。

iGameBUY

\*鳴謝以下機構提供資料：曲奇阿嬌、iGameBUY、貿易通電子貿易有限公司、中國銀行(香港)有限公司、HKT Payment Limited及香港上海滙豐銀行有限公司(排名不分先後)

香港金融管理局將於2023年9月26日下午舉辦「轉數快x中小企」研討會，邀請業界人士探討如何透過「轉數快」協助中小企業及商戶提升營運效率，屆時還有銀行及電子錢包營運商代表即場介紹更多「轉數快」的收款與付款方案及優惠。想了解更多，請瀏覽以下網頁或掃描QR code報名。名額有限，報名從速！

登記網址 <https://events.novaweb.live/HKMASMEDay/registration>





## FPS x SME

### Exploring innovation, raising productivity and creating opportunities

While e-payment has gained increasing popularity in Hong Kong these years, the COVID epidemic has undoubtedly been a catalyst for transforming consumer spending and payment behaviours significantly. It is imperative for the SMEs to capitalise on the prevailing opportunities lying ahead by embracing new contactless collection and payment solutions in their operations and sharpening their market competitiveness in a time of change. The FPS supports real-time online transfer and payment service that heralds instant transfers, with fund payments and receipts being processed completely electronically.

### Pay and Transfer at Complete Ease with FPS

#### Payment Collection

FPS adoption for collecting payments is straightforward. The SMEs simply have to apply to their banks or e-wallet operators for an FPS QR code (QR code) used for payment collection and display it at their cashier counters. Customers can make direct payments with their mobile devices, doing away with any physical contact as well as cash exchange. The transaction is completed instantly with just one scan, which is fast and convenient.

Those that have a POS (Point of Sale Terminal) system for collecting customer payments can ask their banks or e-wallet operators to add the FPS QR code to the system. The SMEs can combine different payment means including the FPS through a single integrated POS system to provide customers with additional payment options.

As for online stores, they may simply show the FPS QR code on their websites. Customers can easily scan the QR code to pay without having the need to provide credit card and related personal information. Personal privacy is well secured for safer online shopping. Furthermore, merchants may also adopt FPS App-to-App/Web-to-App payment function to support in-app payment. By so doing, banking or e-wallet apps which support this in the customers' mobile device will be automatically invoked for customers to make payment after they choose FPS as the payment option. No matter which industry the merchants are in, be they large institutions or SMEs, they can fully utilise this function to collect payments once they have their mobile application or webpage set up. Better customer experience and operational efficiency could be reaped to drive sales.

#### Making Fund Transfers and Bill Payments

Besides payment collection, SMEs may use the FPS to transfer money and pay bills. All you need to do is to input the recipient's FPS account proxy (such as telephone number, email address or FPS Identifier). Funds can then be transferred instantly anytime and anywhere. Compared with paper cheque issuance, e-payment comes with lower administrative and operating costs, which is a lot more convenient and environmentally friendly, thereby facilitating the SMEs to allocate their resources more effectively to other avenues for business development.

The FPS can also be used to pay utility bills such as water, electricity and gas so long as merchants' mobile banking applications come with a scanning function. Many Government departments and public bodies have adopted the FPS QR code with billing details embedded. The merchants can simply scan the QR code to make payments straight away.

### Knowing More About the FPS

-  The number of FPS registrations has exceeded **12 million**.
-  The average daily turnover exceeded **1.2 million** real-time transactions (worth HK\$9 billion).
-  An average of **170,000 transactions** are processed per day for payments to merchants via the FPS. This represents an increase of 24% year-on-year, signifying the growing popularity of merchant payments via the FPS.

### Countless Benefits of Using FPS

**Reduce costs:** Using the FPS for immediate fund transfers is far more economical and cost effective than other payment solutions such as credit cards and cheques. It saves the time for cheque issuance and helps to eliminate cumbersome administrative procedures and cheque handling costs, offering a much convenient and environmentally friendly alternative to traditional practices.

**Streamline payment process:** FPS signifies fast payments and transfers, which helps enhance payment efficiency significantly.

**Automated data management:** Through the FPS service provided by banks or e-wallet operators, the payment process is fully automated, providing businesses with clear and accurate transaction records to support reconciliation, eliminating the need for additional manpower to verify each transaction manually.

**Cut down cash transactions:** FPS adoption helps the SMEs to reduce the costs and risks involved in cash processing, while enjoying the convenience and security brought by e-payment.

**Increase cash flow:** The FPS enables instant fund payments and receipts. This allows the SMEs to effectively manage and improve their capital flow, providing operational flexibility to grow their business.

**Enhance customer experience:** While the FPS allows for e-payment anytime and anywhere, the utilisation of the App-to-App/Web-to-App payment function can further help simplify payment procedures, facilitating a better customer experience and greater customer satisfaction.

### Voices from the SMEs\*



Accepting payments through FPS QR code can reduce contacts and the need for handling cash. In addition to displaying the QR code in the store, customers can also place orders on our Instagram using the FPS identifier (FPS ID) which provides flexibility to meet operational needs. Both the customers and our staff enjoy greater convenience as it is easy to use with no setup cost.

**Cookieism**

Use FPS to make payments to Tradelink in just a few steps!



We offer various electronic payment methods, including the FPS, for our customers to pay for trade declaration service charges. Funds transferred via

FPS can be received instantly, and without time constraint and handling fee. The FPS transaction reports provided by the bank enable us to verify the status of each trade declaration payment and perform account reconciliation easily and precisely. It could also help reduce administrative work and enhance our productivity substantially.

**Tradelink Electronic Commerce Limited**

The bank provided us solution to integrate APIs into FPS, payment process become thoroughly automated. This solution allowed customers to pay for game credits instantly via scanning FPS QR code in our website or through App-to-App at mobile application. It helps reduce 80% of the labour cost. Customer satisfaction is also enhanced as they can receive the game credits instantly after making payments.

**iGameBUY**

\*Special thanks to the following institutions for providing information: Cookieism, iGameBUY, Tradelink Electronic Commerce Limited, Bank of China (Hong Kong) Limited, HKT Payment Limited and The Hongkong and Shanghai Banking Corporation Limited (in no particular order)

The Hong Kong Monetary Authority will host a "FPS x SME" seminar in the afternoon of 26 September, 2023, with industry practitioners joining to discuss how the FPS can help the SMEs to boost their operational efficiency. Representatives from banks and e-wallet operators will be present to explain different FPS solutions and offers on the spot. To learn more, visit the following website or scan the QR code for signing up. Seats are limited, act fast!

Registration website: <https://events.novaweb.live/HKMASMEDay/registration>







# Mission to Hainan

## 海南考察團

The Chamber's trip to Haikou last month threw open doors to members seeking new business opportunities, while fostering cooperation and strengthening ties

總商會上月率團赴海口考察，協助會員探索新機遇，同時促進合作、加強聯繫

### **The Chamber's two-day mission to Hainan in early July shed plenty of light on the latest developments at Hainan Free Trade Port (FTP).**

Haikou, Hainan's capital, is its political, economic, technological, cultural and transportation heart, with the city's 2.87 million residents accounting for 28% of the total population. Leveraging on Haikou's solid foundation of industrial development and geographic advantages, the State Council issued the General Plan for the Construction of Hainan Free Trade Port in June 2020. Since then, development of Hainan FTP has entered the full implementation

phase. According to the plan, Hainan will establish an FTP policy system by 2025, with a focus on promoting free trade and investment. By 2035, Hainan is forecast to become a new, open economy hub in the Mainland, as well as a quality free trade port with international influence.

Ever since the Hainan FTP Policy was announced, Hong Kong's business community has been paying close attention to developments in the province, said China Committee Chairman Eric Fok, who led the mission alongside Petrina Tam, GBA Working Group Convenor, and General Committee member Edmund Yue.

"The Chamber hopes to help our members explore new business opportunities and foster cooperation. An important goal of this mission was to learn about the high-quality development in Haikou and the Hainan FTP Park," he explained, adding that Hong Kong businesses could further integrate into national development via Haikou, which would also help strengthen Hainan-Hong Kong cooperation.

At an informative seminar hosted by Luo Zengbin, Secretary of Haikou and Standing Committee Member of CPC Hainan Provincial Committee, Chamber members learned about





Left: China Committee Chairman Eric Fok, Petrina Tam, GBA Working Group Convenor, General Committee member Edmund Yue, and members met with Luo Zengbin (centre), Standing Committee Member of CPC Hainan Provincial Committee and Secretary of Haikou City, and Chen Weidong (2<sup>nd</sup> from right), Director of CPC Haikou Municipal Committee's United Front Work Department.

左：中國委員會主席霍啟山、大灣區工作小組召集人譚唐毓麗、理事余國賢及會員代表團會見海南省委常委、海口市委書記羅增斌（正中）及海口市委統戰部部長陳衛東（右二）。

Visit to Hualuxe Haikou Bay.  
考察團一行到訪華彩海口灣。



Haikou's four key industries, namely tourism, modern services, high-tech and high-efficiency agriculture. Luo said 366 Hong Kong companies launched operations in the city last year, followed by another 140 in the first half of 2023. He expressed hope that enterprises would learn about the latest developments in Haikou, expand their business and investment in Hainan and, in turn, encourage more enterprises to set up there.

The delegation called on Miao Yanhong, Director of CPC Hainan Provincial Committee's United Front Work Department, who update members about the development of the Hainan FTP. At the meeting, representatives from the Department of Justice, Department of Housing and Urban-Rural Development, as well as the Department of Commerce explained

the advantages of Hainan's tax, legal, housing and financial policies. Members also met with Guo Yanhong, Standing Committee Member of CPC Haikou Municipal Committee and Chairman of CPPCC Haikou Municipal Committee, and Chen Weidong, Director of CPC Haikou Municipal Committee's United Front Work Department, to discuss economic and trade cooperation.

To attract more Hong Kong companies, Haikou's authorities are working to create a better environment for investment and entrepreneurship. At the Haikou Exhibition Centre, the group learned about the preferential policies and support measures offered to Hong Kong businesses, including the provision of free office space.

In Hainan, members visited several free trade zones, including Jiangdong

New Area, to learn about planning, industrial advantages, business facilities and the development of the Hainan-Hong Kong Economic Cooperation Development Pilot Zone. They also toured Fullsling Town Internet Innovation Park, which is home to the offices of over 300 overseas companies, such as Dun & Bradstreet and PricewaterhouseCoopers. At Medicine Valley, members were given a rundown of the new biomedical industrial cluster in Haikou as well as the scientific research and innovation taking place. They also discussed how to set up a high-quality industrial complex for innovative services.

Also on the itinerary were visits to Qilou Old Street, Hualuxe Haikou Bay, Haikou Comprehensive Bonded Zone, Mission Hills, and Haikou International Duty Free City.



# 江東新區展示中心

JIANGDONG NEW AREA PLANNING AND EXHIBITION CENTER



The delegation visited Jiangdong New Area Planning and Exhibition Center.  
參觀江東新區展示中心。

總商會代表團於7月初前往海南進行為期兩天的考察，深入了解海南自貿港的最新發展。

海口為海南的省會城市，也是省內政治、經濟、科技、文化中心和交通樞紐，常住人口287萬，佔全省人口28%。為發揮海口的堅實產業基礎和地理優勢，國務院於2020年6月印發《海南自由貿易港建設總體方案》，標誌著海南自貿港建設進入全面實施階段。根據《方案》制定的計劃，海南將於2025年前建立自由貿易港政策制度體系，促進貿易和投資自由便利，並於2035年前成為內地的開放經濟新高地，並建成具世界影響力的高水準自貿港。

是次考察團由中國委員會主席霍啟山、大灣區工作小組召集人譚唐毓麗及理事余國賢率領。霍啟山表示，自海南自貿港政策公布以來，香港商界一直密切關注該省發展。他解釋：「總商會希望能協助會員探索新商機，並促進兩地合作。是次考察團的主要目標之一是了解海口及海南自貿港園區的高質量發展。」他補充，港企可通過海口進一步融入國家發展大局，有助推動瓊港加強合作。

考察團出席由海南省委常委、海口市委書記羅增斌主持的座談會，認識到海口將重點發展四大產業，包括旅遊業、現代服務業、高新技術產業和高效農業。羅增斌表示，海口於去年和



At the Internet Celebrity Incubation Demonstration Base in Fullsinging Town Internet Innovation Park, delegates went behind the scenes of a livestreaming event.

團員參觀位於海口復興城產業園的網紅孵化示範基地，一睹直播間的幕後運作。





Members had useful discussions with Miao Yanhong, Standing Committee Member and Director of United Front Work Department, CPC Hainan Provincial Committee.

會員與海南省委常委、統戰部部長苗延紅交流意見。

今年上半年分別新增 366 家和 140 家港企，他希望商界了解海口的最新發展，擴大在海南的業務和投資規模，從而吸引更多企業在當地設立業務。

考察團亦與海南省委統戰部部長苗延紅會面，她向會員介紹海南自貿港的發展。會上，司法廳、住建廳和商務廳代表分別講解海南省在稅收、司法、住房及金融方面的政策優勢。團員亦拜訪海口市委常委、海口市政協主席郭燕紅及海口市委統戰部部長陳衛東，討論兩地經貿合作。

為吸引更多港企進駐，海口市政府正積極改善投資和創業環境。考察團參觀了海口會展工場，該項目為港企提供多項優惠政策和配套措施，包括免費辦公場所。

訪問期間，團員參觀了多個自貿港園區，包括在江東新區聽取該區的規劃、產業優勢和商業設施，以及瓊港經濟合作發展海口示範區的發展。他們還到訪復興城互聯網信息產業園，目前已有 300 多家外資企業在園區設立辦事處，包括鄧白氏和普華永道等。在藥谷工業園，會員了解到海口的生物醫藥創新型產業集群和創新科研工作，並探討如何建設優質產業創新服務綜合體。

考察團此行還參觀了騎樓老街文化街區、華彩海口灣、海口綜合保稅區、觀瀾湖旅遊度假區及海口國際免稅城。



Qilou Old Street.  
騎樓老街文化街區。



Members learned about products developed by Fuxing Medical Devices, Haikou Comprehensive Bonded Zone and visited Medicine Valley.

代表團參觀海口綜合保稅區，了解復星醫療器械研發的產品，亦參觀了藥谷工業園。





# Futian: Accelerating Development

## 福田加快發展步伐

A trip to Shenzhen's economic heart provided members with insights into its new engines of growth, from technology to fashion, and the chance to expand business networks

會員到訪深圳的經濟核心，了解科技和時尚等領域的新增長引擎，同時拓展業務網絡

**Futian District doubles as Shenzhen's central business district and is spread over 78.66 square kilometres. It comprises 4% of Shenzhen's total area, and enjoys direct access to Hong Kong via Huanggang Port and Futian Port, as well as the Futian Free Trade Zone No.1 Tunnel. The two ports handle up to 500,000 cross-border passengers every day.**

Futian is pulling out all the stops to develop three new engines of growth: Hetao Shenzhen-Hong Kong Science and Technology

Innovation Cooperation Zone (HTCZ), the new Xiangmihu Financial Centre, and the Central Park Vitality Circle. At the celebration of the 40<sup>th</sup> anniversary of the establishment of the Shenzhen Special Economic Zone, President Xi Jinping said HTCZ is an important strategic platform in the Greater Bay Area (GBA) and the Shenzhen Pilot Demonstration Zone, with a strong focus on the development of life science, information science and material science.

To see first-hand the city's potential, the Chamber led a delegation of 30 members on a mission in June.

Futian is also pushing the development of its I&T, finance and fashion industries as it works to gain more international influence. China Committee Chairman Eric Fok said it was only a matter of time before Futian began shining on the global







stage, and hoped that Shenzhen and Hong Kong would strengthen cooperation and seize opportunities for growth.

At the same time, the authorities are promoting green development and cultural integration. While HTCZ is home to technology and business

development projects, Xiangmihu Financial Centre and the world-class ecological zone in Central Park Vitality Circle are examples of how cultural and green elements are being incorporated into development plans. Also on the trip was GBA Working Group Convenor Petrina Tam, who pointed out that both Hong Kong and Shenzhen are pursuing high-quality growth while making efforts to protect the environment, which would help China achieve modernization and steady economic growth.

Futian is also home to several research centres set up by medtech companies, among them XtalPi's Laboratory and Computing R&D Centre, where members were taken on an insightful tour of the AI lab. Felix Lee, Vice Chairman of the China Committee and Co-CEO of GBA Healthcare, noted that the Mainland has seen rapid development in technology, especially in AI, which

is widely used in medtech research. He hoped that there would be more opportunities for pharmaceutical R&D professionals to share research outcomes and to further promote the sector through cooperation.

The delegation also attended a luncheon hosted by Yao Ren, Deputy Secretary General of the Shenzhen Municipal Government, and Wu Huan, Standing Committee Member and Director of United Front Work Department, CPC Futian District.

At a seminar on Shenzhen-Hong Kong Economic and Trade Cooperation, hosted by Gu Dongzhong, Director General of CCPIT Shenzhen, members met with representatives from several Shenzhen businesses.

The trip was rounded off with visits to the HKU Business School Shenzhen Campus, Shenzhen Stock Exchange and Electronic One-stop Service Centre.





Members pose for a group photo at a luncheon hosted by Yao Ren, Deputy Secretary General of the Shenzhen Municipal Government.  
會員出席由深圳市人民政府副秘書長姚任主持的午餐會後合照。

福田區是深圳的核心商業區，總面積 78.66 平方公里，佔深圳總面積的 4%，可經皇崗口岸、福田口岸及福田保稅區一號通道直達香港，每日有高達 50 萬人次旅客經兩大口岸出入境。

福田區現正全力發展「三大新引擎」——河套深港科技創新合作區（合作區）、香蜜湖新金融中心及環中心公園活力圈。在深圳經濟特區建立 40 周年慶祝大會上，國家主席習近平指出合作區是大灣區和深圳先行示範區的重要戰略平台，未來將集中發展生命科學、信息科學和材料科學。

為親身了解該區的發展潛力，總商會一行 30 人代表團於 6 月前赴當地考察。

福田亦着力發展創科、金融和時尚產業，從而提升國際影響力。中國委員



HKTZ is home to technology and business development projects.  
河套深港科技創新合作區是科技和商業發展項目集中地。





Members discuss ideas to expand cooperation at a meeting with CCPIT Shenzhen representatives.  
會員與深圳市貿促委代表會面，商討如何擴展合作。



Delegation leaders present a souvenir to Ronald Tam, CFO of XtalPi, to thank him for showing members around the AI lab.

考察團團長向晶泰科技首席財務官譚文康致送紀念品，感謝他帶領會員參觀人工智能實驗室。

會主席霍啟山認為，福田很快便會在國際舞台上大放異彩，並期望深港兩地加強合作，把握增長機遇。

與此同時，當局積極推動綠色發展和文化融合。科技和商業發展項目集中於合作區，而香蜜湖和環中心公園分別設有深圳金融文化中心和世界級生態景觀帶，可見該區將文化和綠色元素納入發展規劃。大灣區工作小組召集人譚唐毓麗指出，深港兩地在推動高質量發展的同時，亦着力保護環境，有助國家邁向現代化和實現經濟穩健發展。

多家醫療科技企業已在福田設立研發中心，其中晶泰科技的實驗與計算研發中心設有人工智能實驗室，讓會員大開眼界。中國委員會副主

席、大灣區醫療集團聯席行政總裁李家聰表示，內地科技發展一日千里，尤其是人工智能領域，這項技術已廣泛應用於醫療科技研究。他希望有更多機會讓醫藥研發人員交流研究成果，合力促進業界進一步發展。

考察團亦出席由深圳市人民政府副秘書長姚任和福田區常委、統戰部部長吳歡舉辦的午餐會。其後，團員出席由中國國際貿易促進委員會深圳市委員會主任顧東忠主持的深港經貿合作交流會，與多家深圳企業的代表會面。

其他考察景點包括港大經管學院深圳校區、深圳證券交易所和e站通綜合服務中心。



## China Committee 中國委員會



Thomas Leung, Managing Partner, Markets, PwC China, briefed members on a report titled Chinese Cities of Opportunities 2023 at the China Committee meeting on 26 June. At the same meeting, Eric Fok was re-elected Chairman, while SH Chan, Edmond Yew and Felix Lee were re-elected Vice Chairmen.

普華永道中國市場主管合夥人梁偉堅出席 6 月 26 日的會議，向會員講解《機遇之城 2023》報告的重點內容。會上，霍啟山獲選連任委員會主席，陳紹雄、姚逸明和李家聰則獲選連任副主席。

Chamber Deputy Chairman Agnes Chan attended the opening ceremony of the Hong Kong and Macao-Zhejiang Week and Zhejiang and Hong Kong Cooperation Theme Forum 2023. The event was held on 26 June and organized by the People's Government of Zhejiang Province. In his speech, Chief Executive John Lee said the governments of Zhejiang and Hong Kong had jointly established 12 key areas of cooperation. These include finance, technological innovation, economic and trade investment, aviation, education, youth exchanges, culture and tourism, talent and civil servant exchanges, medical and health care, environmental protection, law and dispute resolution, and facilitating the development of Hong Kong people in the Mainland.



總商會常務副主席陳瑞娟於 6 月 26 日參加 2023 港澳·浙江周開幕儀式暨浙港攜手合作主題論壇，是次活動由浙江省人民政府主辦。行政長官李家超致辭時表示，浙港兩地政府共同確立了 12 個重點合作領域，包括金融、科技創新、經貿投資、航空、教育、青年交流、文化和旅遊、人才與公務員交流、醫療衛生、環境保護、法律 and 爭議解決，以及便利港人在內地發展。



大灣區工作小組召集人譚唐毓麗於 6 月 27 日出席「2023 甬港經濟合作論壇」，邀得寧波多位政商領袖出席，推動甬港兩地攜手促進國家高質量發展，並為香港經濟注入新動力。

是次論壇由浙江省寧波市政府與香港貿發局合辦，探討兩地如何互補優勢、互利共贏，包括鼓勵寧波企業以香港作為「走出去」和「引進來」的平台。

Petrina Tam, Convenor of the GBA Working Group, attended the 2023 Ningbo-Hong Kong Economic Cooperation Forum on 27 June alongside political and business leaders from Ningbo. The event was jointly organized by the HKTDC and the government of Ningbo, Zhejiang Province. The two cities are exploring collaboration to drive China's high-quality development and create new momentum for Hong Kong's economy.

The forum also highlighted the advantages of the two cities, and how win-win outcomes could be achieved. For example, Ningbo enterprises were encouraged to use Hong Kong as a platform to expand their business overseas while also bringing in overseas investments.





The Fujian-Hong Kong Economic and Trade Cooperation Conference and signing ceremony for key cooperation projects took place on 27 June. The event was jointly presented by the CPC Fujian Provincial Committee and Fujian Provincial People's Government, and co-organized by the HKGCC.

Chamber Deputy Chairman Agnes was one of the officiating guests and a witness to the signing ceremony with Zhou Zuyi, Secretary the CPC Fujian Provincial Committee, Eric Chan, Chief Secretary for Administration, Yin Zonghua, Deputy Director of the Liaison Office of the Central People's Government in the HKSAR, and Pan Yundong, Deputy Commissioner of the Ministry of Foreign Affairs of the People's Republic of China in the HKSAR.

中共福建省委和福建省人民政府於6月27日假香港麗晶酒店舉行閩港經貿合作推介會暨重點合作項目簽約儀式，總商會為協辦單位之一。

總商會常務副主席陳瑞娟擔任主禮嘉賓，並見證簽約儀式。福建省委書記周祖翼、政務司司長陳國基、中聯辦副主任尹宗華和外交部駐港特派員公署副特派員潘雲東亦有出席。

Edmond Yue, General Committee member and Co-convenor of the Belt & Road Working Group, attended the 18<sup>th</sup> China International Small and Medium Enterprises Fair (CISMEF) in Guangzhou on 27 June. The fair aimed to provide a strong platform for SMEs around the world to expand exchanges and cooperation.

理事及一帶一路工作小組共同召集人余國賢於6月27日赴廣州出席第十八屆中國國際中小企業博覽會。博覽會旨在為世界各地的中小企建立平台，促進交流合作。



Chamber Deputy Chairman Agnes Chan and China Committee Chairman Eric Fok joined a seminar titled "Helping to Improve People's Livelihood" on 29 June, which was co-organized by the HKGCC. Chan delivered a speech on behalf of the Chamber, and exchanged views with other major chambers on the achievements of Hong Kong's industrial and commercial sectors in helping to improve people's livelihood.

總商會常務副主席陳瑞娟及中國委員會主席霍啟山於6月29日出席「香港工商界助力改善民生座談會」，總商會為協辦單位之一。陳瑞娟代表總商會致辭，並與各大商會代表交流本港工商界協助改善民生的成果。







China Committee Members visited the LegCo Complex for luncheon on 3 July, hosted by the Chamber's LegCo Representative Jeffrey Lam. He explained his duties at the Legislative Council, and gave member a tour of the complex, including the main chamber, garden and the hall of history.

中國委員會一行於7月3日應總商會立法會代表林健鋒的邀請，前往立法會綜合大樓出席午宴，林健鋒向眾人講解其在立法會的日常職務。其後，團員參觀了綜合大樓的多項設施，包括會議廳、露天花園和歷史廊。

Mai Xiong-guang (left), Secretary-General of Shenzhen Guangming District, led a delegation to the Chamber on 5 July, where they were received by Felix Lee, Vice Chairman of the China Committee.

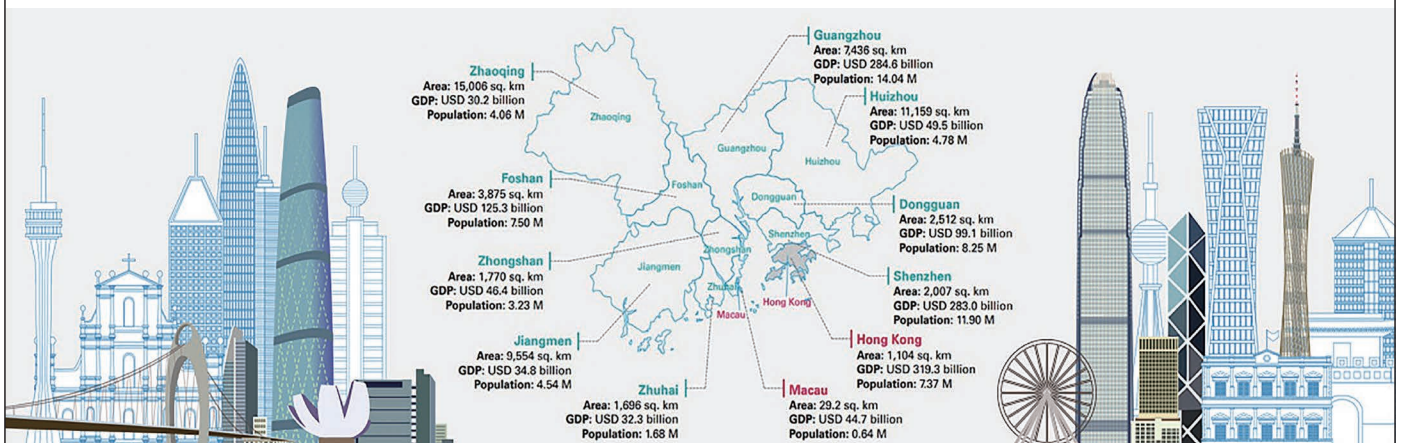
Mai briefed members on the development of Guangming Science City, which is scheduled to be completed at the end of this year. As a key part of Shenzhen's status as a comprehensive national science centre, it is expected to become a world-class hub by 2025. Guangming District also has a solid industrial foundation, making it a strategic base for different industries looking to relocate their headquarters. To protect the area's abundant ecological and water resources, authorities are actively promoting green and low-carbon development.



深圳市光明區秘書長麥雄光於7月5日率團到訪總商會，由中國委員會副主席李家聰接待。

麥雄光表示，光明科學城是深圳作為全方位國家科學中心的重要部分，預計將於今年年底落成，並在2025年前發展成為世界級樞紐。此外，該區亦有完善的產業基礎，成為各行各業遷移總部的策略基地。為保護「藍綠本底」的豐富生態環境和水資源，當局正積極推動綠色和低碳發展。

## HKGCC GREATER BAY AREA CORNER 香港總商會粵港澳大灣區資訊





Edmond Yew, China Committee Vice Chairman, attended a meeting hosted by Luo Lianjin, Counsel of Department of Commerce of Guangdong Province, on 6 July, where they discussed further business exchanges between Hong Kong and Guangdong.

中國委員會副主席姚逸明於7月6日出席由廣東省商務廳一級巡視員羅練錦主持的會議，討論粵港兩地如何進一步拓展商貿交流。

A delegation led by Zhang Tong, Second-level Inspector of Beijing Investment Promotion Services Centre, visited the Chamber on 10 July. They were received by Petrina Tam, Convenor of GBA Working Group. The two sides discussed how to optimize the content and themes of the 26<sup>th</sup> Beijing-Hong Kong Economic Cooperation Symposium, which will be held on 29-30 November in Hong Kong. Tam and Chamber representatives attended the symposium's first preparatory meeting on 12 July.

北京市投資促進服務中心二級巡視員張彤於7月10日率團到訪總商會，由大灣區工作小組召集人譚唐毓麗接待，雙方商討第26屆京港洽談會的內容和主題。洽談會將於11月29至30日在香港舉行，為此，譚唐毓麗亦於7月12日與總商會代表出席第一次工作籌備會議。



The China Council for the Promotion of International Trade (CCPIT) will hold its first "China International Supply Chain Expo" in Beijing from 28 November to 2 December. The CCPIT's representative offices in Hong Kong and Macao organized a hybrid seminar to promote the expo on 11 July in Hong Kong. Wendy Lo, Assistant Director, China Affairs & Projects represented the Chamber at the seminar.

中國國際貿易促進委員會（中國貿促會）將於11月28日至12月2日在北京舉辦首屆中國國際供應鏈促進博覽會。為此，中國貿促會駐香港代表處及駐澳門代表處於7月11日舉辦線上線下同步推介會，中國事務及項目副總監盧慧賢代表總商會出席。

Zhu Wei, Deputy Director, Guangdong Provincial Development and Reform Commission, and Xu Weigang, Director, Department of Economic Affairs, Liaison Office of the Central People's Government in HKSAR, led a delegation to the Chamber on 12 July, where they were welcomed by Emil Yu, General Committee member, and Victor Lam, Chairman of Industry & Technology Committee. The two sides exchanged views on the operation of Hong Kong enterprises, the import and export trade situation, and aspects of Guangdong-Hong Kong cooperation.

理事于健安和工業及科技委員會主席林凱章於7月12日與廣東省發展改委副主任朱偉和中聯辦經濟部部長徐衛剛一行會面，雙方就港企營運、進出口貿易狀況及粵港合作互換意見。



China Committee members met with a delegation led by Zhen Ruiquan, President, Jiangmen Association of Enterprises with Foreign Investment, on 19 July. The two parties discussed the complementary resources and cooperation of chambers between the cities, so as to jointly promote the development of the Greater Bay Area (GBA).

江門外商投資企業協會會長甄瑞權一行於7月19日與中國委員會的成員會面，雙方探討如何促進江港兩地資源互補和商會合作，進一步推動大灣區建設。

## Asia, Africa & Middle East Committee 亞洲、非洲及中東委員會



### Consul General of Thailand Updates Members on Key Industries

Chaturont Chaiyakam, Consul General of Thailand in Hong Kong, updated members on the country's latest business developments and opportunities at the Asia, Africa & Middle East Committee meeting on 19 July.

Chaiyakam informed members about the recent general elections, which resulted in the Move Forward Party defeating the ruling conservative coalition government. He said despite the shift in the political landscape, Thailand would continue its policy direction and work to attract more foreign trade and investment.

Hong Kong is one of the Southeast Asian nation's top sources of FDI, and the two regions are close partners in numerous areas. Apart from the existing stock market cross-listing, a joint e-payment agreement will soon be finalized, allowing the seamless use of Hong Kong's FPS and Thailand's PromptPay platforms across both destinations.

Chaiyakam also discussed the East Economic Corridor (EEC), a national flagship special economic zone aimed at transforming Thailand into a value-based, innovation-driven economy. He encouraged Hong Kong companies to consider investing in the 12 major targeted industries including healthcare, robotics, intelligent electronics, circular economy, biotech, as well as high-value and medical tourism.

At the same meeting, Jonathan Lamport was re-elected Chairman. Dewan Saiful Alam and Edmond Yue were re-elected Vice Chairmen while Yolane Japhet was newly elected Vice Chairman.

### 泰國總領事向會員介紹重點產業

泰國駐港總領事 Chaturont Chaiyakam 出席 7 月 19 日的會議，向會員分享泰國的最新商業發展和機遇。

Chaiyakam 指出泰國早前進行大選，前進黨擊敗執政多年的保守派聯合政府。他表示，儘管政治形勢有變，但泰國將延續吸引外資投資的政策方向和工作。

香港是泰國主要的外來直接投資來源地之一，兩地在多個領域緊密合作。除了現有的交易所交叉上市安排，跨境電子支付聯網協議即將定案，屆時香港「轉數快」與泰國的 PromptPay 平台將實現無縫跨境支付。

總領事亦介紹該國的重點經濟特區「東部經濟走廊」，旨在推動泰國轉型為價值為本及創意主導經濟。他鼓勵港企考慮投資 12 個重點產業，包括醫療、機械人、智能電器、循環經濟、生物科技和高端醫療旅遊等。

會上，林偉全獲選連任主席，Dewan Saiful Alam 和余國賢獲選連任副主席，何蘭則當選副主席。



## COMMITTEE CHAIRMEN 委員會主席



**Americas Committee**  
美洲委員會  
Mr Evaristo Trevino Berlanga



**Asia, Africa & Middle East Committee**  
亞洲、非洲及中東委員會  
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 Elsa Wong  
黃玉娟女士



**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  
Prof Ir Steve Wong  
黃兆輝教授



**Europe Committee**  
歐洲委員會  
Mr Alfonso Ballesteros  
歐方信先生



**Financial & Treasury Services Committee**  
金融及財資服務委員會  
Mr Jack Chan  
陳凱先生



**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



### IAEA Report Update on ALPS-treated Water at Fukushima Station 了解國際原子能機構的福島核電站處理水報告

Miyashita Masami, Director for Fukushima Reconstruction, Japan's Ministry of Economy, Trade and Industry, along with Yagyu Masakazu, Export Promotion Adviser (F&B) Consulate-General of Japan in Hong Kong, visited the Chamber on 14 July to provide an update on the newly released IAEA report on ALPS-treated water discharge at the Fukushima Daiichi Nuclear Power Station. They were met by Steve Wong, Chairman of the Environment & Sustainability Committee, and members.

Miyashita said the IAEA's report concluded that the discharge operation would have negligible radiological impact on people and the environment. Consequently, the EU announced it would soon be lifting restrictions on Japanese food imports. Wong suggested that continuous monitoring of discharged water both within the factory and at different points of the ocean would be essential to provide real-time information on the safety of the operation. This would serve to sustain the public's confidence in Japanese products and foods.

The visit came on the heels of an informative seminar held on 30 June, where Miyashita shared extensive data and answered members' questions on the ALPS-treated water discharge at the Fukushima power station.

日本經濟產業大臣官房福島復興推進組參事官宮下正己和日本駐香港總領事館出口推廣顧問 (F&B) 柳生政一於 7 月 14 日到訪總商會，講解國際原子能機構 (IAEA) 最近就福島第一核電站排放多核素去除設備 (ALPS) 處理水發表的報告，並與環境及可持續發展委員會主席黃兆輝和會員會面。

宮下正己表示，IAEA 報告認為排放計劃對人體和環境造成的輻射影響甚微。因此，歐盟已宣布即將解除日本食品的進口限制。黃兆輝建議在設施內部和周邊海域多處持續監測排放水，就計劃安全性提供實時資訊，從而增強公眾對日本產品和食品的信心。

此前，宮下正己亦出席了 6 月 30 日的研討會，詳細講解福島核電站排放 ALPS 處理水的計劃，並解答會員提問。

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

The Chamber submitted its response to HKEX's consultation on the Enhancement of Climate-related Disclosures Under the Environmental, Social and Governance Framework on 14 July. The submission welcomed and supported international efforts to develop common standards for ESG reporting as a move in the right direction to balance the interests of investors and issuers. It also included a number of recommendations, including the deferral of the implementation of mandatory climate-related reporting standards to allow all market participants, particularly smaller cap issuers, sufficient time to comply.

總商會已於 7 月 14 日就香港交易所的「優化環境、社會及管治 (ESG) 框架下的氣候信息披露」諮詢提交回應。本會歡迎並支持就 ESG 匯報制定統一的國際標準，朝着平衡投資者與發行人利益的正確方向邁進。建議書中亦提出多項建議，包括延遲實施強制性氣候相關信息匯報要求，讓所有市場參與者（尤其是小型發行人）有充足時間遵守規定。



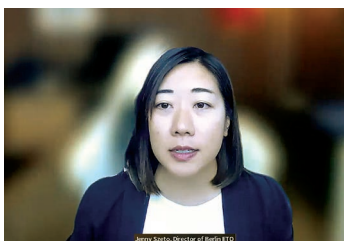
Peter Lee, General Manager, Sustainability, Airport Authority Hong Kong (AAHK), briefed members on Hong Kong International Airport's sustainability initiatives in its local and regional operations and expansion at a committee meeting on 21 June. As the first airport to have its ESG rating publicized by S&P globally, AAHK has a higher ranking than its counterparts across Asia-Pacific, and is in the top third percentile globally in terms of ESG performance.

At the same meeting, Steve Wong was elected Chairman while Calvin Kwan and Melanie Kwok were re-elected Vice Chairmen.

香港機場管理局（機管局）可持續發展總經理李仲騰出席 6 月 21 日的會議，向會員介紹香港國際機場在本地和地區營運及擴建方面的可持續措施。香港國際機場為全球首個獲標普全球評級公布 ESG 評分的機場，其評分高於亞太區同行，而機管局的 ESG 表現於全球企業中位居首三個百分值。

會上，黃兆輝當選委員會主席，關凱臨和郭鎧怡則獲選連任副主席。

## Europe Committee 歐洲委員會



### Boosting Economic and Cultural Exchange Between Hong Kong and Europe

Speaking at the Europe Committee's meeting on 14 July from Berlin, Jenny Szeto, Director of Hong Kong Economic and Trade Office in the German capital, updated members on how her office is working to promote Hong Kong's economic interests in Europe. She also touched on efforts to remedy misinformation in the media and increase awareness about Hong Kong's vibrant business environment.

At the same meeting, Alfonso Ballesteros was elected Chairman, taking over from Davide De Rosa, who stepped down after two years of service. CK Lee was re-elected Vice Chairman, while Stratos Pourzitakis was newly elected Vice Chairman.

### 促進香港與歐洲經濟文化交流

香港駐柏林經濟貿易辦事處處長司徒加敏出席歐洲委員會 7 月 14 日的會議，她表示辦事處正着力提升香港在歐洲的經濟利益，糾正傳媒的錯誤資訊，以及推廣香港活力充沛的營商環境。

會上，歐方信當選新一屆主席，接替已服務委員會兩年的戴偉德，李志強獲選連任副主席，Stratos Pourzitakis 則當選副主席。

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

Jason Fong, Global Head of Family Offices at InvestHK, shared the progress on his team's initiatives to attract and facilitate the expansion of family offices in Hong Kong at a committee meeting on 7 July. He also discussed the relevant measures in the Government's Policy Statement on Developing Family Office Businesses in Hong Kong, announced in March.

At the same meeting, Jack Chan was elected Chairman while Anthony Ng and Aveline San were elected co-Vice Chairmen.

投資推廣署環球主管（家族辦公室）方展光出席 7 月 7 日的會議，分享其團隊吸引和便利家族辦公室在香港擴展業務的進展。政府於今年 3 月發表《有關香港發展家族辦公室業務的政策宣言》，他亦討論當中提出的相關措施。

會上，陳凱當選委員會主席，吳煒樑和辛葆蕙則當選副主席。





## Top Awards for Chamber GC Members 本會理事獲授勳銜

Congratulations to HKGCC's LEGCO representative and General Committee member the Honourable Jeffrey Lam, who was awarded the Grand Bauhinia Medal (GBM) last month in recognition of his outstanding public service, and Chamber Deputy Chairman Agnes Chan, who received the Bronze Bauhinia Star (BBS) for her contributions to Hong Kong's business development.

Lam is Managing Director of Forward Winsome Industries, as well as honorary member of the Court of Hong Kong Polytechnic University and Vice Chairman of the Business and Professionals Alliance for Hong Kong.

Chan is Senior Advisor in the Chairman's Office for Greater China, Ernst & Young, and serves as a member of the CPCCC, among other roles.

恭賀總商會立法會代表兼理事林健鋒上月獲頒授大紫荊勳章，以表彰他熱心參與公共服務，成就超卓。本會亦恭喜常務副主席陳瑞娟獲頒授銅紫荊勳章，以表彰她對香港的商業發展貢獻良多。

林健鋒為永和實業有限公司董事長，也是香港理工大學校董會常務委員會委員及香港經濟民生聯盟副主席。

陳瑞娟為安永大中華區主席辦公室資深顧問，亦擔任全國政協委員等職務。

## IP Backed Financing Working Group 知識產權融資工作小組



Working Group Convenor Richard Wong briefed members on the current state of Intellectual Property (IP)-Backed Financing in the Mainland at a meeting on 26 June. His presentation included recent Government incentives to facilitate IP monetization. Members also discussed the potential implications of the developments in the Mainland for the Working Group's Pilot Programme on IP-Backed Financing.

工作小組召集人黃廣林出席 6 月 26 日的會議，向會員介紹內地目前的知識產權融資環境，包括近期推動知識產權變現的政府措施。會員還討論了這些發展對工作小組的知識產權融資先導計劃有何潛在影響。

## COMMITTEE CHAIRMEN 委員會主席



**Manpower Committee**  
人力委員會  
Mr Jeff Tang  
鄭添之先生



**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  
Prof 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  
Ms Angela Wai Yin Lee  
李慧賢女士



**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 Tammy Wu  
吳丹女士



**Young Executives Club**  
卓青社  
Ms Olivia Kung  
龔海欣女士

### Chamber CEO's Book Wins Award

#### 總商會總裁著作榮獲獎項

Outgoing Chamber CEO George Leung's book, *Corner View – How I See It*, was among the winning titles at the Hong Kong Publishing Biennial Awards 2023. Leung was presented with the award at the Hong Kong Book Fair, which ran from 19-25 July. The book is a collection of essays based on the sayings of philosophers and scholars over the decades to help people deal with stress and emotional challenges. "It teaches people that sadness and joy often lie in how you look at things, not in the good or bad of the things themselves," said Leung. "So even if you find yourself at a low point, you may very well turn a corner and happiness may find you."

卸任總商會總裁梁兆基的著作《隅見集——我如是觀》榮獲「香港出版雙年獎 2023」，頒獎典禮已於 7 月 19 至 25 日舉行的香港書展中舉行。《隅見集——我如是觀》結集多篇文章，透過分享古今哲人學者的智慧，啟發讀者面對壓力和情緒挑戰。梁兆基表示：「本書帶出悲喜往往在於你如何看待事情，而不在於事情本身的好壞。因此即使陷入低谷，只要轉個彎，幸福就有機會找上你。」



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## Legal Committee 法律委員會

Tony Wong, Government Chief Information Officer, briefed members on the opportunities and challenges of Generative AI at a committee meeting on 19 June. He also talked about the potential considerations in the development of the technology, including those related to accuracy, ethics and privacy. His presentation was followed by a discussion with members on the legal issues associated with generative AI, as well as the associated industry impact.

At the meeting, Nick Chan was re-elected Chairman while Kenneth Ng and Gillian Meller were re-elected co-Vice Chairmen.



政府資訊科技總監黃志光出席 6 月 19 日的會議，向會員介紹生成式人工智能（AI）的機遇和挑戰。他亦談及這項創新技術發展的潛在考慮因素，包括準確度、倫理和私隱問題。其後，他與會員討論生成式 AI 的相關法律議題，以及其對業界的影響。

會上，陳曉峰獲選連任委員會主席，伍成業和馬琳則獲選連任副主席。

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

Louise Ho, the Commissioner of Customs and Excise, briefed members on the latest schemes and initiatives aimed at facilitating trade and clearance at a committee meeting on 6 July. Ho also shared updates on policies related to cross-border arrangements.

During the meeting, Mark Slade was re-elected Chairman, Wilson Kwong returned as Vice Chairman, and Jonathan Beard was newly elected co-Vice Chairman.

海關關長何珮珊出席 7 月 6 日的會議，介紹便利商貿及清關的最新措施，並講解跨境安排政策的最新發展。

會上，司馬文和鄭永銓分別獲選連任委員會主席和副主席，白俊文則當選副主席。

## Policy Forum 政策論壇

Jim Taylor, Chairman of the Economic Policy Committee, hosted the English session of the Chamber's Policy Forum on 10 July. The Cantonese session, held on 12 July, was led by Angela Lee, Chairman of the Small & Medium Enterprises Committee. The forums provided members with the opportunity to share their opinions on aspects that should be given priority in the Policy Address as well as concrete measures the Government can adopt.

總商會於 7 月 10 日和 12 日舉行了英文和中文各一場政策論壇，分別由經濟政策委員會主席戴樂生和中小型企業委員會主席李慧賢主持，讓會員就《施政報告》應優先處理的問題發表意見，並提出政府可採取的實際措施。

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

The Chamber submitted its response to the Development Bureau's consultation on legislative proposals to streamline the arrangement for extension of land leases on 11 July. The Chamber welcomed the proposal as it would provide greater clarity and certainty for both businesses and households, but suggested that consideration should be given to aspects including special purpose leases in its scope, and extending the gazette notice period to allow greater certainty for commercial planning and investment purposes.

總商會於 7 月 11 日就精簡地契續期安排的立法建議向發展局提交回應。建議將為企業和住戶提供更清晰明確的安排，本會對此表示歡迎。不過，本會亦建議當局考慮將範圍擴大至特殊用途契約，以及延展憲報公告的期限，為商業規劃和投資提供更大的確定性。

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

Vikky Tam, SME Committee Vice Chairman, served as an officiating guest at the Jilin Cultural Tourism Exchange Promotion dinner on 10 July, which was organized by the Jilin Province Department of Cultural and Tourism.

吉林省文化和旅遊廳於 7 月 10 日舉辦「精彩吉林·情滿香江」文化旅遊交流推廣晚宴，由中小型企業委員會副主席譚秀芳代表總商會出席，並擔任主禮嘉賓。

SME Committee Chairman Angela Lee and Vice Chairmen Thomas Su, Vikky Tam and Simon Hui met on 11 July to discuss the working plan of the committee, as well as the need to provide more practical support to members.

中小型企業委員會主席李慧賢於 7 月 11 日與副主席蘇裕康、許雅賢及譚秀芳開會，商討委員會來年工作計劃，以及如何為會員提供更多實質支援。

## Talent Development 人才發展

### Handling Controversial Employees' Leave Entitlements 處理具爭議性的僱員假期問題

Employees are entitled to various kinds of leave as stated by the law. However, some may take advantage of legal loopholes to benefit themselves. It is therefore important for companies to be familiar with the Employment Ordinance to avoid controversial issues. At a training session on 14 July, Raymond Fung, Principal Consultant of Strategic Consulting Ltd, addressed some common concerns and discussed nearly 40 legal cases on employees' leave. Participants also learnt practical ways to handle different situations.



僱員依法享有不同類型的假期福利，但部分員工或會利用法律漏洞謀取利益，因此企業應熟悉《僱傭條例》，以免引起爭議。在7月14日的工作坊，卓思管理顧問有限公司首席顧問 Raymond Fung 講解常見問題，並剖析近 40 宗有關僱員假期問題的法律案件；學員亦了解到處理不同情況的實用技巧。

### How to Improve Work Efficiency with ChatGPT 如何運用ChatGPT提升工作效率



ChatGPT is one of the most discussed innovations among rapidly growing AI technologies. FTI Consulting's Alex Wong, Senior Director, and Brian Chan, Director of Data & Analytics, introduced the principles of ChatGPT at a seminar on 20 July. Participants learnt how to use and apply it to daily work through practical use cases. The speakers also explained the challenges of using the AI chatbot, such as the risk of revealing sensitive information to the public.

人工智能（AI）技術日新月異，其中 ChatGPT 更成為熱門話題。FTI Consulting 資料分析部高級總監黃汝麒和總監陳銘恩主持 7 月 20 日的研討會，介紹 ChatGPT 的運作原理，並剖析多個實用案例，讓參加者了解到如何在日常工作中應用這項工具。講者亦講解應用 AI 聊天機器人的挑戰，例如對外洩露敏感資料的風險。





## HKUST Student Receives HKGCC Scholarship 科大學生榮獲總商會獎學金

Kwok Wai Lok, a student of Hong Kong University of Science and Technology (HKUST), has been awarded the prestigious HKGCC Scholarship for Innovation and Creativity. Kwok received the scholarship in recognition of his commendable achievements, including running a start-up, conducting research and development (R&D) work, and becoming an AI engineer by teaching himself coding.

"We are inspired by Kwok Wai Lok's exceptional journey from student to start-up founder to AI engineer," said outgoing Chamber CEO George Leung. "His story highlights the importance of nurturing young talent and supporting the pursuit of knowledge and innovation."

The HKGCC Scholarship for Innovation and Creativity is a scholarship programme set up by the Chamber for HKUST students with outstanding achievements in innovation and entrepreneurship. The Chamber runs various initiatives for Hong Kong youths, such as the Pitch Perfect Programme and the Business Partnership Programme, to foster an environment that supports and empowers young talent.



香港科技大學（科大）學生郭煒樂榮獲「香港總商會創新獎學金」，以表彰他的傑出表現，包括營運初創企業、進行研發工作，以及自學編程並成為人工智能工程師。

卸任總商會總裁梁兆基表示：「郭煒樂以學生身份創辦初創企業，其後成為人工智能工程師，這段非凡歷程令人深受啟發，亦反映了培育年輕人才、鼓勵他們追求知識和創新的重要性。」

「香港總商會創新獎學金」由總商會設立，旨在表揚於創新創業方面表現卓越的科大學生。此外，總商會亦為香港青年舉辦「完美求職計劃」和「商校交流計劃」等多個項目，以締造支持年輕人才發展的環境，協助他們發揮潛能。

## Taxation Committee 稅務委員會

Joseph Chan, the Under Secretary for Financial Services and the Treasury, updated members on taxation matters in relation to the Greater Bay Area at a committee meeting on 20 June. He also discussed the latest developments in preferential income tax policies and the elimination of double taxation.

At the meeting, Wayne Lau was re-elected Chairman, John Ho was re-elected Vice Chairman, and Emily Chak was newly elected co-Vice Chairman.

財經事務及庫務局副局長陳浩濂出席 6 月 20 日的會議，講解大灣區稅務事宜，並討論所得稅優惠政策和避免雙重徵稅的最新發展。

會上，劉穎和何漢明分別獲選連任委員會主席和副主席，翟善琪則當選副主席。



## Young Executives Club 卓青社

At a seminar titled "Are you ready for the new era of digital economy – e-HKD?" on 18 July, Wing Leong Ho, Vice President Solution Engineering, APAC of Cloudera, Cyril Tam, Technical Consulting Manager of Tech Data HK, and Henry Lai, Business Development Manager of Fortinet explored how digital currency can be used smartly and securely through next-generation IT solutions.

在 7 月 18 日的「你是否已準備好邁進數碼經濟新紀元？」研討會，Cloudera 亞太區解決方案工程副總裁何永良、Tech Data HK 技術諮詢經理譚偉豪及 Fortinet 業務發展經理賴博毅探討如何應用新一代資訊科技方案，精明安全地使用數碼貨幣。

# Farewell Party for Chamber CEO

## 總商會總裁歡送會



Former Chamber Chairmen, General Committee members, and committee leaders wished CEO George Leung a happy retirement at a farewell party on 19 July. Chamber Chairman Betty Yuen thanked Leung for all his hard work and contributions, and presented him with a set of golf clubs to help him improve his handicap in his retirement. Leung thanked all members for their support, and highlighted some of the major projects that the Chamber held during some very challenging times during his tenure, especially the vaccination lucky draw. Yuen also introduced members to incoming CEO Patrick Yeung, who said he was looking forward to working with members to forge new and wider connections, and spread positive stories about Hong Kong to the world.







多位總商會前任主席、理事和委員會領袖出席7月19日的歡送會，祝賀總裁梁兆基榮休。總商會主席阮蘇少涓感謝梁兆基的付出和貢獻，並向他致送一套高爾夫球桿，以助他在退休後精進球技。梁兆基感謝所有會員的支持，亦提到他任內渡過了充滿挑戰的時期，但總商會仍成功籌辦多個大型項目，尤其是疫苗大抽獎活動。阮蘇少涓亦向會員介紹新任總裁楊偉添，他表示十分期待與會員攜手建立和拓展聯繫，向世界各地說好香港故事。





# How Safe is Japan's Nuclear Waste Water Plan?

## 日本核污水排海計劃是否安全？

**In 2021, the Japanese Government announced plans to discharge treated water from the Fukushima Daiichi Nuclear Power Station into the ocean. This has raised concerns about the environmental impact on the region's marine ecology and safety of agricultural and fishery products.**

While it is wise to be cautious, reports from organizations such as the International Atomic Energy Agency say that such concerns are overblown, as the discharged treated water will be well within international safety standards. To give members the full picture of the ALPS treated water discharge, Masami Miyashita, Director for Fukushima Reconstruction at Japan's Ministry of Economy, Trade and Industry, presented a host of data and answered their questions.

Addressing the big question about radiation in the treated water, Miyashita pointed out that ALPS treatment process eliminates all radiation contaminants, apart from tritium, which in itself is similar to hydrogen, and does not accumulate in the human body or through the food chain.

On the concerns about marine life and food safety, Miyashita said strict inspections were implemented at every Fukushima port to make sure that exported seafood products meet international food safety standards. He also added that fishery sectors in the country were also carefully self-monitoring the quality of produce to ensure quality products for restaurants. Hong Kong has also conducted around 70,000 tests

on imported products, all of which were without any problem. He expressed hopes that countries and regions would look at the science and facts to settle any concerns people might have.



日本政府於 2021 年宣布計劃將福島第一核電站的經處理核污水排出海洋，其對區內海洋生態和漁農產品安全的環境影響引起關注。

儘管保持謹慎屬明智之舉，國際原子能機構等組織的報告指出，排放核污水計劃符合國際安全標準，毋須過分憂慮。為讓會員全面了解經多核素去除設備（ALPS）處理的核污水排放計劃，日本經濟產業大臣官房福島復興推進組參事官宮下正已講解相關數據，並解答會員的提問。

處理水的放射性物質含量是一大問題，就此，宮下正已表示 ALPS 處理過程能去除氙以外的所有放射性污染物，而氙的性質與氫相似，不會在人體或食物鏈中積聚。

對於有意見憂慮海洋生態和食物安全會受到影響，宮下正已指出當局於福島縣所有港口進行嚴格檢測，以確保出口海產符合國際食物安全標準。他補充，國內漁業界亦會自行監控品質，維持餐廳食材的水準。此外，香港已對進口產品進行約 70,000 次檢測，並無發現任何問題。宮下正已希望各地能以科學和事實為基礎，釋除民眾的潛在疑慮。







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# Generative AI: the Future of Business

## 生成式人工智能：開創未來商業發展

**What is Generative AI and why is it causing such a buzz within the international business community? What are the considerations for Hong Kong as it looks to sustainably develop this innovative technology? These were some of the questions speakers tackled at a Chamber seminar on 11 July, against the backdrop of global conversations surrounding Generative AI models that have taken the world by storm.**

Kicking off the session, Duncan Chiu, Legislative Council member for the

Technology and Innovation Constituency, said that notwithstanding the “gaps that artificial intelligence (AI) can bridge” given the recent breakthroughs with Generative AI, AI itself remained a challenging topic for public policy considering its potential reputational, financial, regulatory and compliance, as well as ethical risks. How to strike the right balance with regulating AI generated content, which jurisdictions such as the European Union and the Mainland are actively looking into, is an issue that the Government



**“How to strike the right balance with regulating AI generated content is an issue that the Government and lawmakers would have to grapple with going forward.”**

– Duncan Chiu,  
Legislative Council member for the Technology  
and Innovation Constituency



and lawmakers would have to grapple with going forward.

On the business front, Generative AI – which is predicted by Goldman Sachs to raise the global gross domestic product by 7% – is expected to bring a slew of benefits to companies.

Hong Kong  
Science and  
Technology  
Parks  
Corporation’s  
Head of STP  
Platform,

Crystal Fok, pointed out that the technology’s potential for automating tasks, enhancing decision-making and repurposing or improving content could be leveraged to enhance time and cost efficiency. This was echoed by Fred Sheu, National Technology Officer at Microsoft Hong Kong, and Timothy Tam, Head of Government Affairs and Public Policy (Hong Kong) at Google, who shared the technology’s promising



potential for streamlining work in sectors like education, financial services and healthcare. Thomas Poon, Alibaba Cloud Intelligence HK's Head of Solutions Architect, also observed a rising demand in marketing for the use of Generative AI to enhance customer experience.

The panel of speakers agreed that for Generative AI to successfully help companies gain a competitive edge in the digital economy, businesses need to take a proactive approach in identifying and mitigating the risks associated with it. This includes setting up clear and

proportionate company guidelines and guardrails for its usage, as well as educating customers on how to deploy the technology responsibly.

When it comes to deciding whether to deploy Generative AI, Fok suggested that companies conduct a return on investment (ROI) evaluation on factors such as compatibility with business models, the nature and quality of data stored in-house, as well as the availability of existing resources to support the integration.



生成式人工智能 (AI) 是甚麼？這項創新技術為何在國際商界掀起熱潮？香港如要在這一領域持續發展，應考慮甚麼因素？在總商會 7 月 11 日的研討會上，多位專家剖析席卷全球的生成式 AI 模型，逐一探討以上問題。

立法會科技創新界議員邱達根為研討會揭開序幕，他表示生成式 AI 於近期取得突破，反映「AI 能夠在不同領域建立聯繫」，但 AI 於信譽、金融、監管、合規和倫理方面潛在風險，仍然是棘手的公共政策問題。未來各國政府和立法機關需就規管 AI 生成內容取得適當的平衡，而歐洲聯盟和內地等地區現正積極探討這個問題。

從商業角度來看，生成式 AI 預料將為企業帶來莫大裨益，高盛估計全球生產總值將因而增長 7%。香港科技園公司 STP Platform 總監霍露明指出，這項技術在自動化、改善決策、更改內容用途和改進內容方面具有潛力，有助提升工作效率和成本效

## 「未來各國政府和立法機關需就規管 AI 生成內容取得適當的平衡，而歐洲聯盟和內地等地區現正積極探討這個問題。」

——邱達根 立法會科技創新界議員

益。微軟香港區域科技長許遵發和谷歌政府事務及公共政策總監（香港）譚雨川對此表示認同。譚雨川表示，生成式 AI 有望為教育、金融服務和醫療保健等行業精簡工作流程。阿里雲香港區解決方案架構主管潘家和則指出，運用生成式 AI 改善客戶體驗的市場需求不斷上升。

一眾講者皆認為企業應積極識別並降低與 AI 相關的風險，才能

有效運用生成式 AI，在數碼經濟中加強競爭優勢。有關措施包括就應用 AI 制定清晰、適度的公司準則和保障措施，以及教導客戶如何負責任地運用 AI 技術。霍露明建議，企業在決定是否運用生成式 AI 時，應進行投資報酬率評估，衡量 AI 是否切合業務模式、內部儲存數據的性質和質素，以及現有資源能否支援系統整合。

# Deepening France-Hong Kong Connections

## 加深法國與香港聯繫

**Christile Drulhe, Consul General of France in Hong Kong and Macao, accompanied by Philippe Baudry, Economic Counsellor, Head of the Economic Department, called on the Chamber on 7 July, where they were welcomed by Chamber Chairman Betty Yuen, Europe Committee Chairman Davide De Rosa and Vice Chairman Alfonso Ballesteros.**

Both sides exchanged views on a wide range of topics, including Hong Kong's advantages in the Greater Bay Area (GBA), local innovation and technology development, and the Chamber's recommendations for the upcoming policy address.

Drulhe pointed out that business exchanges between Hong Kong and France had remained solid over the past three years, despite the challenges of the pandemic. She added that among the 800 French corporates doing business with Hong Kong currently, half had established regional offices in the city, and during the pandemic managed to avoid large-scale layoffs.

On the subject of policy recommendations, Yuen said a key focus for the Chamber at the moment involved resolving the current manpower shortages through labour importation schemes and attracting more talent to our city.



In addition, the Chamber has made a number of recommendations on refining various policies to make the GBA a more business-friendly region, thus creating more opportunities for Hong Kong and neighbouring cities.

Looking ahead, both sides agreed to collaborate more through various seminars, networking functions and exchanges to help Hong Kong and French companies develop their businesses.

**法國駐香港及澳門總領事杜麗緹和經濟部主管兼經濟參贊**

**Philippe Baudry 於 7 月 7 日到訪總商會，由總商會主席阮蘇少涓、歐洲委員會主席戴偉德和副主席 Alfonso Ballesteros 接待。**

雙方就廣泛議題交換意見，包括香港在大灣區的優勢、本地創新科技發展，以及總商會將就《施政報告》提出的建議。

杜麗緹指出，儘管面對疫情挑戰，香港和法國在過去三年仍然維持頻繁的商業交流。她補充，現時共有 800 家法國企業與香港經商，其中一半已在本港設立地

區辦事處，而且於疫情期間避免大規模裁員。

在政策建議方面，阮蘇少涓表示，透過輸入勞工計劃和吸引更多人才來港，以解決當前的人才短缺問題，是總商會的關注重點。

此外，總商會亦就完善各項政策提出多項建議，以助大灣區創造更有利營商的環境，從而為香港和鄰近城市帶來更多機遇。

展望未來，雙方同意加強合作交流，舉辦更多研討會和聯誼聚會，協助香港與法國企業拓展業務。





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香港總商會 1861

# A Taste of Ningxia's Fine Wines

## 品嚐寧夏美酒佳釀

Oenophiles spent an enjoyable evening learning about some of Ningxia's fine vintages at a wine-tasting event on 6 July. Christelle Chene, International Affairs Director & Worldwide Brand Ambassador of Ningxia Xige Estate, talked about the latest developments in the wine industry in Ningxia, and explained why the landscape and unique weather conditions were ideal for vineyards. She also guided members in appreciating the characteristics of signature products from the Xige N Series and Jade Dove Single Vineyard Series, which have received international recognition.



一眾美酒愛好者於7月6日參與品酒會，認識來自寧夏的單一年份精品葡萄酒。寧夏西鴿酒莊國際事務總監兼全球品牌大使陳仙妮介紹寧夏釀酒業的最新發展，並指出當地的地勢和氣候得天獨厚，是種植葡萄的理想環境。會員在她的指導下細味多款招牌佳釀，了解到西鴿N系列和玉鴿單一園系列各具特色，而且備受國際認可。



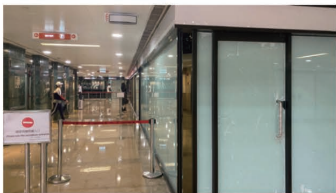


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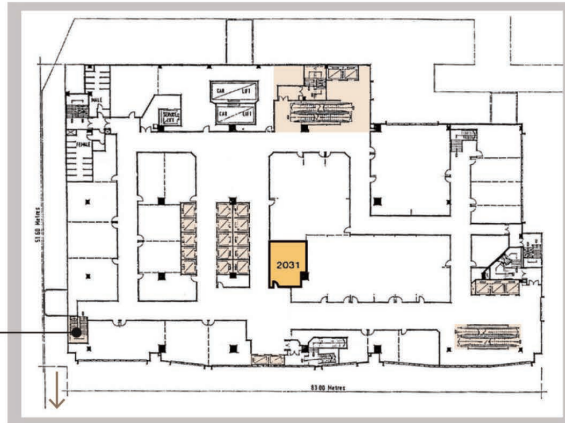
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# Nurturing Future Business Leaders

## 培育未來商業領袖

The Chamber's 22<sup>nd</sup> Business School Partnership Programme, featuring over 100 schools and companies, came to a successful close last month

總商會第 22 屆商校交流計劃於上月圓滿落幕，共有超過 100 間學校和企業參與其中



**It was a full house at the closing event of the Chamber's Business-School Partnership Programme, an initiative that has been steering future business leaders since it was established in 2001. The event, held at the HKGCC on 4 July, was attended by more than 50 principals, teachers, mentors, company representatives and secondary school students.**

The programme was launched as a platform for students, teachers and businesses to engage in fruitful exchanges, and to prepare students for the corporate world. Through activities like company visits, leadership talks, interview

workshops and internships, it aims to enhance students' knowledge, offers business exposure and sets them up with relevant job skills. This year, a record 56 companies and 53 local secondary schools took part.

### Career Sharing by YEC

The first session of the day featured a career sharing session by members of the Young Executive Club (YEC). The mentors, each a successful business leader in their respective field, shared their personal journeys and insights with the students. Their stories and experiences were inspiring





and motivational, encouraging the students to pursue their dreams and overcome challenges.

Students also got the opportunity to gain practical knowledge about various industries and understand the skills and abilities required for success. The mentors offered valuable advice on career development, entrepreneurship, and navigating the ever-evolving business landscape. Students actively engaged in discussions, asking questions and seeking guidance.

### Presentations and Awards

The second session showcased the achievements of the students who participated in the programme. Four groups from different schools presented their experiences and knowledge gained from the various activities organized throughout the year. The presentations highlighted their growth, development and understanding of the corporate world, with the students confidently demonstrating their newfound business knowledge and the connections they had made with industry professionals.

At the end of the day, Outstanding Student Report Awards were handed out to recognize and reward exceptional contributions. The recipients were commended for their dedication, commitment and consistent performance throughout the programme.



總商會「商校交流計劃」自 2001 年首辦以來，一直致力培育未來商業領袖。我們於 7 月 4 日舉行閉幕禮，為本學年的計劃畫上句號，共有 50 多位校長、教師、導師、企業代表和中學生出席，全場座無虛席。

計劃旨在為師生與企業提供交流平台，加深學生對商業世界的認識。我們透過舉辦企業考察、領袖講座、面試工作坊及實習等活動，讓學生增進知識、體驗企業運作和掌握工作技能。本學年的計劃共有 56 家企業和 53 間本地中學參與，創下歷年新高。

### 卓青社職業分享會

首個環節邀得多位卓青社會員分享職涯經驗，來自不同領域的導師向學生分享事業發展歷程和心得。這些傑出商業領袖的經歷為學生帶來啟發和激勵，並鼓勵他們追尋夢想，克服挑戰。

學生亦有機會學習各行各業的實用知識，以及了解成功所需的技能和能力。導師就職業發展、創業和適應不斷變化的商業環境提供寶貴建議，學生則積極參與討論、提問和尋求指導。

### 學生匯報及獎項

在接下來的環節，參與計劃的學生分別進行匯報，展示學習成果。四組來自不同學校的同學分享了年內參加各項活動的經歷和得着，從中可見他們的成長和發展，以及對商業世界的認識。學生自信地介紹新獲得的商業知識，以及與行業專家建立的聯繫，亦印證了「商校交流計劃」的成效。

此外，表現優異的同學更獲頒「優秀學生報告獎」，以嘉許他們在計劃期間持續投入參與，而且表現出色。





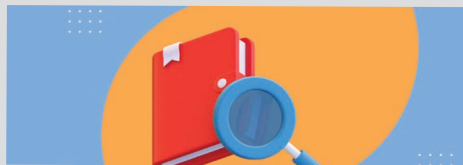
## WORKSHOPS & SEMINARS

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### AI-THINKING ESSENTIAL FOR SENIOR EXECUTIVES DRIVING AI INNOVATION

Aug 10 9:30 am - 12:00 pm



### ARE YOU PREPARED FOR THE NEW INSPECTION REGIME?

Aug 16 2:30 - 4:00 pm



### EFFECTIVE TRADE RISK MANAGEMENT PRACTICES FOR BUYERS AND SELLERS OF ALL INDUSTRIES

Aug 17 3:00 - 5:30 pm

## ROUNDTABLE TALK

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### LATEST REGULATIONS FOR OUTBOUND TRANSFER OF DATA FROM CHINA

Aug 8 12:00 nn - 2:30 pm

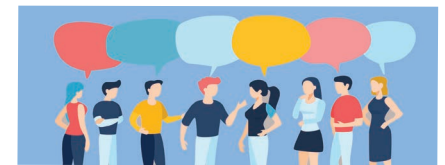
## TRAINING

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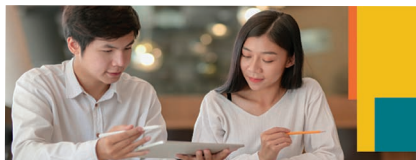
### DIGITAL MARKETING SERIES – CHINA MARKETING: THE GOOD AND THE BAD

Aug 3 2:30 - 5:30 pm



### ENHANCING COMMUNICATION SKILLS

Aug 9 9:30 am - 5:30 pm



### MANAGING PEOPLE & PERFORMANCE

Aug 22 9:30 am - 5:30 pm



### DIGITAL MARKETING

Aug 24 12:30 - 5:30 pm

## NETWORKING

Visit website for full details and to register

# JOINT HAPPY HOUR

HKGCC x German Chamber of Commerce

**31 AUGUST 2023** **6:30 - 8:30 PM**



# Staff Bake-off Workshop

## 員工烘焙工作坊



Chamber staff had fun learning how to make pineapple and red bean buns from scratch at a baking workshop in Yau Ma Tei on 1 July. An instructor from Twins Baking Supplies guided them through the whole process,

from mixing up the dough to brushing on the final glaze before popping the buns into the oven. At the end of the session, each participant tucked into their hand-made treats and also got to take some home.

總商會員工於7月1日前往油麻地二德惠烘培DIY專門店，由零開始學習製作菠蘿包和紅豆包。導師逐步講解製作流程，並指導他們如何搓揉麵糰、塗蛋液及將麵包放入焗爐。眾人即場品嚐親手烘焙的麵包後，更將成果帶回家分享。





# TRAINING & DEVELOPMENT

Pay by BOC-HKGCC Visa Card and get **30% OFF** course fees



## Managing People & Performance 人才及績效管理

Are you looking for ways to motivate and engage individual team members? Have you experienced challenges getting your message across to your direct reports in one-to-one conversations? Are you looking for ways to improve the performance of your team? If you answered yes to any of these questions, this workshop is for you.

### Workshop objectives:

- Understand a manager's role in developing people & performance
- Apply appropriate management style according to the person and the situation
- Delegate effectively by getting ownership and commitment
- Give different types of feedback effectively
- Implement regular and ongoing coaching

### Workshop content:

- Driving performance and developing potential
- Management styles
- Effective delegating
- Performance management process
- Giving feedback for development and motivation
- Managing Gen Z & high performers

你是否正在設法激勵團隊成員，並提升他們的投入度？你與下屬進行單獨對話時，有否在傳達訊息方面遇到困難？你是否正在設法提高團隊的績效？講者將在是次工作坊逐一解答以上疑問。

### 課程目標：

- 了解經理在人才和績效發展方面的角色
- 按照個人特質和情況，選用適當的管理方式
- 授權團隊成員以提高其自主性及責任感
- 有效地提供不同類型的反饋
- 定期及持續培訓

### 課程內容：

- 提升績效及發展潛能
- 不同的管理風格
- 有效授權
- 績效管理流程
- 提供反饋以促進發展及提供激勵
- 管理Z世代和高績效者



22/08/2023 (9:30 a.m. – 5:30 p.m.)



English 英語



Member 會員 \$2,880/  
Non-member 非會員 \$3,880



Trainer 導師：  
Anthony Brophy  
Principal Consultant,  
HR Solutions  
首席顧問



24/08/2023 (2:30 – 5:30 p.m.)



Cantonese 廣東話



Member 會員 \$850 Non-member 非會員 \$1,050



Trainer 導師：  
Daryl Choy 蔡伯偉  
Author, Experience Wave  
《體驗曲線》作者

## Effective Trade Risk Management Practices for Buyers and Sellers of All Industries

No matter what field you work in, a corporation will always be involved in both buying and selling activities in different business processes.

Any of the roles may encounter trade risks. Therefore, it is important to know how to prevent and manage these risks.

In this seminar, speakers will share their insights on the current global business environment. They will also advise on approaches that can be used to analyze the background and latest situation of the counterparty. Speakers will also explain how to use big data to assess trade risks and prevent bad debt risks, as well as manage every transaction effectively.

### Outline:

- The recent situation of global supply chain
- How to leverage business intelligence (BI) in vendor evaluation
- Effective big data analytics tools for analyzing global buyers' payment capabilities and trends
- Effective accounts receivable management solutions and techniques



17/08/2023  
(3:00 – 5:30 p.m.)



Cantonese 廣東話



Member 會員 \$380/  
Non-member 非會員 \$770

## 各行各業買賣雙方的有效貿易風險管理

無論從事何種行業，企業的各個業務流程都會涉及買賣，當中任何一方亦可能遇上貿易風險。因此，了解如何防範和管理這些風險十分重要。

是次研討會期間，講者將就現時的環球營商環境分享見解，並介紹分析交易對手背景和現況的不同方式。講者亦會講解如何運用大數據來評估貿易風險、防範壞帳及有效管理每項交易。

### 內容：

- 全球供應鏈現況
- 如何運用商業智能對供應商進行評估
- 運用大數據分析工具，有效分析全球買家的支付能力和趨勢
- 有效的應收賬款管理方案和技巧

### Trainer 導師：

Norris Chan (left) 陳有德 (左)  
Senior Consultant,  
Receivable Management  
Services (HK) Ltd  
美國歐文氏商業顧問 (香港)  
有限公司  
高級顧問



Calvin Ho (right) 何偉業 (右)  
General Manager –  
Business Information,  
Nova Credit Ltd  
諾華誠信有限公司  
總經理 (商業信息)

## Digital Marketing 數碼營銷

Digital marketing is more than just social media marketing – it runs through the three stages of the sales funnel (TOFU, MOFU, BOFU), and covers the end-to-end customer journey. Moreover, the Metaverse is about to change how marketers do marketing.

### This workshop will look at:

- Digital marketing trends
- Customer experience in digital marketing
- Search marketing
- Social media marketing
- Email marketing
- Influencer marketing
- Digital PR
- A/B testing in digital marketing campaign design
- Marketing in the metaverse
- Digital detox & IRL (In Real Life) marketing

數碼營銷並不限於社交媒體營銷，除了涵蓋銷售漏斗的三大階段 (TOFU、MOFU、BOFU)，亦包括對端客戶體驗。此外，元宇宙即將改變營銷人員的營銷方式。

### 本工作坊將探討：

- 數碼營銷趨勢
- 數碼營銷的客戶體驗
- 搜索營銷
- 社交媒體營銷
- 電子郵件營銷
- 影響者營銷
- 數碼公關
- 數碼營銷活動設計的A/B測試
- 元宇宙營銷
- 數碼排毒和實體營銷



Training course venue: HKGCC Theatre, 22/F United Centre I 培訓課程地點：金鐘統一中心22樓香港總商會演講廳





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### Ms Looby Ho

☎ 2823-1228

✉ [venuerental@chamber.org.hk](mailto:venuerental@chamber.org.hk)

The Hong Kong General Chamber of Commerce  
22/F United Centre, 95 Queensway, Hong Kong  
(Admiralty MTR Station, Exit D)



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please visit [www.chamber.org.hk/rental](http://www.chamber.org.hk/rental)



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### WE BUILD TRUST



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