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開拓清真市場

September 2023

HKGCC: The Voice of Business in Hong Kong

# bulletin

工商月刊



## HKSAR ASEAN Mission 香港特區代表團訪問東盟

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香港總商會 1861



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## A New Era of International Collaboration

The Government's missions, coupled with the advantages of CEPA and BRI, have set the stage for greater economic prosperity and accelerated development



### 國際協作新時代

政府的外訪活動，加上CEPA及「一帶一路」的優勢，為促進經濟繁榮和加快發展奠定基礎

行政長官李家超自去年7月上任以來，隨即展開策略性國際訪問活動，足跡遍及中東乃至最近到訪的東盟成員國——新加坡、印尼和馬來西亞。

面對全球經濟疲弱，這些外訪活動有助與夥伴建立密切的合作關係，對推動經濟復蘇至關重要。訪問團除了促進多邊協作、帶動跨境貿易和加強政治聯繫，亦為有意拓展海外業務或分散投資的本地企業打開市場大門。

我認為香港的超級聯繫人角色顯而易見。香港位處優越，既是內地與世界各地之間的門戶，亦是粵港澳大灣區（大灣區）的樞紐；憑藉這些獨特的定位，香港自然而成「一帶一路」倡議的重要節點。

「一帶一路」沿線的新市場一直尋求招商引資和獲取專業技術。透過進入「一帶一路」市場，企業可進一步深入內地、東南亞及中東市場。對這些地區的發展中國家及新興經濟體來說，代表團訪問期間達成的雙邊投資和貿易協議有助加快支柱產業和其他重要行業的發展，實現互惠共贏。

「一帶一路高峰論壇」將於本月在港舉行，慶賀「一帶一路」倡議十周年。高峰論壇自2016年首辦以來，一直提供重要的國際商貿合作平台，讓多國政要和商

界翹楚聚首一堂，推動多邊合作。今屆會議為期兩天，並首設中東專場，讓各地企業和投資者有機會與沙特阿拉伯及阿聯酋等國家洽商。

2023年同時亦是《內地與香港關於建立更緊密經貿關係的安排》（CEPA）簽訂20周年。為紀念這項具歷史意義的協議，總商會上月舉行午餐會，探討香港未來的發展策略、與東盟的經濟合作，以及大灣區和「一帶一路」倡議的發展。

香港正積極爭取加入《區域全面經濟夥伴關係協定》（RCEP）——全球規模最大的自由貿易協定，覆蓋全球三成人和經濟總量；這正好為本港提供有利條件，帶動經濟強勁復蘇，令資金流動更順暢。

正如特首常說，香港能為RCEP帶來龐大效益，而在優先進入內地市場，以至與國際貿易、商業、法律制度接軌等方面，亦極具競爭優勢。RCEP與CEPA一樣，將有助本地企業降低成本，同時進一步拓展海外市場。

隨着全球各地政府致力加強國際聯繫，促進經濟增長，香港必須繼續走出去，把握每個投資發展機遇。全球經濟環境瞬息萬變，香港作為世界級金融中心，未來必然一片光明。

Since Chief Executive John Lee took office in July last year, he has wasted no time in undertaking strategic international missions, from the Middle East to the recent successful tour of ASEAN member nations Singapore, Indonesia and Malaysia.

Seen against a weakened global economy, the strong partnerships that result from such outreach initiatives are more crucial than ever in driving economic recovery. They bring multilateral collaborations, more cross-border trade and stronger political relationships. They also open doors for local businesses and companies looking farther afield to expand or diversify investments.

I believe Hong Kong's role as a super-connector cannot be stressed enough. The city's location, as a gateway between the Mainland and the rest of the world, doubles as a pivot point for the Greater Bay Area (GBA). This enviable positioning also makes Hong Kong a natural focal point for the Belt and Road Initiative (BRI).

The BRI has long offered new markets that are seeking investment or in need of skills and expertise. Tapping into the Belt and Road markets gives businesses deeper access to the Mainland, South-east Asia, and the Middle East. For developing and emerging economies in these regions, the resulting bilateral investment and trade deals accelerate development across pillar industries and other important sectors, thus benefiting all.

This month, the Belt and Road Summit in Hong Kong will celebrate the 10<sup>th</sup> anniversary of the BRI. Since its launch in 2016, the Summit has served as a premier global platform for promoting business collaboration. It brings together high-level government officials and international business leaders,

setting the stage for multilateral cooperation. This time, the two-day conference will have its first ever dedicated Middle East forum, opening opportunities for companies and investors to discuss business with their counterparts in countries like Saudi Arabia and the United Arab Emirates.

2023 also marks the 20<sup>th</sup> anniversary of CEPA (Mainland and Hong Kong Closer Economic Partnership Arrangement). The Chamber commemorated the historic pact last month with a roundtable luncheon where discussions centred on strategies for Hong Kong's development, economic cooperation with ASEAN, as well as the development of the GBA and BRI.

With Hong Kong poised to join the Regional Comprehensive Economic Pact (RCEP), the largest free trade agreement covering 30% of the world's population and GDP, conditions are ripe for stronger economic recovery and smooth investment flows.

As the Chief Executive has so often pointed out, Hong Kong can bring enormous value to RCEP, and has much to offer in terms of competitive advantages, from preferential access to the Mainland market to internationally compatible trade, commercial and legal systems. Like CEPA, RCEP membership will help local firms to reduce costs while further widening overseas markets.

With governments worldwide working to boost international links for growth, Hong Kong must continue to reach out and seize every opportunity for investment and development. As a world-class financial hub in this rapidly evolving global economy, our best days surely are ahead of us.

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Hong Kong General Chamber of Commerce  
香港總商會 1861

### The Voice of Business 商界之聲

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



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《工商月刊》以環保信封寄發。這款信封以植物原料製成，成分包括大豆、小麥和粟米等。因此，新包裝除了可重用和防水，更為百分百可分解，符合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。





# Adjusting Harsh Measures to Drive Normalcy

With Hong Kong's recovery not as strong as originally projected, quick-win solutions are needed to boost economic revival



## 調整辣招 帶動復常

香港疫後復蘇未如預期，政府需要推出快捷見效的方案，促進經濟復常

**外圍環境持續疲弱，香港貨物出口仍面對嚴峻壓力，經濟復蘇未如預期；有序調整樓市「辣招」，有助刺激房地產市場交易。**

香港特區政府 8 月的數據顯示，今年 6 月香港商品整體出口貨量按年下跌 14.7%，而以今年上半年與去年同期比較，更下跌 18.7%。貨物出口一直是拉動本港經濟增長的「三頭馬車」之一，在外圍經濟疲弱的情況下，相信在短時間內亦難大幅扭轉跌勢。

此外，中美角力持續、美國接連對華採取投資限制措施、全球地緣政局緊張等因素，對香港經濟復常的影響亦不容小覷。

特區政府去年已申請加入《區域全面經濟夥伴關係協定》（RCEP）。RCEP 作為全球規模最大的自由貿易協定，實際作用是逐步降低貨物關稅，促進地區貿易投資及人員往來，同時亦有助減低地緣政治風險。

行政長官李家超早前出訪東盟三國——新加坡、印尼及馬來西亞，進一步爭取這些國家的支持，料香港很大機會成功加入 RCEP，屆時將有利本港招商引資。

招商引才是香港經濟長遠發展的必要舉措。雖然財爺陳茂波表示有逾 25 家創科企業已經或準備落戶及擴展在港的營運規模，然而今日種樹，亦非明日就可乘涼，要為經濟「急救」，需要更快見效的措施。

香港樓市在疫情期間受到重創，成交持續低迷。事實上，樓市交投活躍亦有助引領各行各業向好，帶動經濟發展。買家印花稅及雙倍印花稅等抑制樓宇需求的「辣招」已實施多年，時移勢易，早應檢視。

現時香港經濟復蘇力度不似預期，確有需要刺激房地產市場，有序調整「辣招」，釋放市民購買力。否則，樓價長時間向下，導致市民持觀望態度不敢入市，最終只會形成惡性循環。

**Amid a sluggish external environment, Hong Kong's goods exports remain under immense pressure, resulting in weaker-than-expected economic recovery. Adjustments to the "harsh measures" for the property market in an orderly manner will help stimulate property transactions.**

HKSAR Government data in August showed that the total volume of goods exported decreased by 14.7% year-on-year in June. Comparing the first half of 2023 with the same period in 2022, the plunge was even steeper at 18.7%. Exports constitute one of the "three locomotives" that drive the city's economic growth. With the external economy weak, a radical turnaround is not in the cards soon.

On top of that, factors such as the raft of investment restrictions imposed by the United States on China as well as global geopolitical tensions are hindering Hong Kong's return to economic normalcy.

The Government submitted its application for accession to the Regional Comprehensive Economic Partnership (RCEP) last year. As the world's largest free trade agreement, RCEP serves to gradually reduce tariffs on goods as well as facilitate the flow of trade, investment and people within the region, while alleviating geopolitical risks.

Chief Executive John Lee recently went on a mission to three ASEAN member nations – Singapore, Indonesia and Malaysia – to bolster support for Hong Kong's inclusion in the RCEP, which we should

successfully join. If realized, membership will help bring in businesses and investment. Attracting enterprises and talent is a necessary step for Hong Kong to sustain long-term economic growth. While Financial Secretary Paul Chan recently announced that more than 25 tech firms will set up or expand their operations in Hong Kong, a slow remedy does not address immediate needs. As such, quick-win measures should be introduced to offer emergency relief to the economy.

The property market in Hong Kong also took a hard hit during the pandemic, with transactions remaining low. Indeed, a robust property sector is conducive to the flourishing of various sectors, thereby boosting economic growth. Harsh measures, such as the Buyer's Stamp Duty and Double Stamp Duty, have been in place for some years to curb the demand for properties. As market conditions have changed considerably since they were introduced, it is time to review their implementation.

Given that Hong Kong's economic recovery is not as strong as originally projected, the property sector needs to be stimulated by making orderly adjustments to harsh measures to release purchasing power. Otherwise, a prolonged downturn in property prices will only cause buyers to take a wait-and-see approach and discourage them from entering the market, resulting in a vicious cycle.

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# 聘用殘疾人士

## 支持「就業展才能計劃」

### EMPLOY PERSONS WITH DISABILITIES SUPPORT WORK ORIENTATION AND PLACEMENT SCHEME

#### 就業展才能計劃 Work Orientation and Placement Scheme

勞工處展能就業科推行「就業展才能計劃」，鼓勵僱主提供職位空缺予殘疾人士，以加深僱主對殘疾人士工作能力的認識，從而協助他們公開就業。

The Selective Placement Division of the Labour Department administers the "Work Orientation and Placement Scheme" (WOPS) which serves to encourage employers to offer job vacancies to the persons with disabilities and to enhance their understanding of the work capabilities of persons with disabilities, thereby facilitating open employment of the latter.



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## Shaping Hong Kong's Future Leaders

HKGCC's Business Case Competition and the Business-School Partnership Programme, which will kick off soon, are among the Chamber's many initiatives to empower Hong Kong's young talent



### 塑造香港未來領袖

總商會舉辦多項培育本港年輕人才的計劃，其中「商業案例競賽」及「商校交流計劃」即將啟動

國家主席習近平去年出席慶祝香港回歸祖國 25 周年大會時表示：「青年興，則香港興。」為配合國家「十四五」規劃，香港特區政府於 12 月公布《青年發展藍圖》，勾劃青年發展工作的整體理念和方針，並提出超過 160 項具體措施。

《泰晤士高等教育》公布 2024 年世界大學排名，香港有五間大學躋身全球百大，可見我們擁有充足的潛在人才儲備。企業和教育機構必須把握這個優勢，透過推出人才發展計劃和提供創業機會，支持畢業生的事業發展。

為了營造支持青年發展的環境，總商會多年來一直為學生舉辦多元化的項目，例如「商業案例競賽」、「商校交流計劃」及「完美求職計劃」，讓學生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條件。

我很高興總商會一年一度的「商業案例競賽」將於本月啟動，參賽大學生有機會贏得實習機會、獎金和總商會學生會籍。更重要的是，比賽讓他們能學以致用，利用課堂知識拆解現實生活中的難題。上一屆

比賽吸引了本地多間院校的 500 多名大專生參與，合共提出 140 個方案；各參賽青年在賽事期間全情投入，發揮創意，實在令人鼓舞。

另一個重點項目——「商校交流計劃」將於下個月展開。自 2001 年首辦以來，計劃為師生和企業提供交流平台，同時協助年輕人裝備自己，為投身商業世界鋪路。2022 年共有 56 家公司和 53 間本地中學參與計劃，創下歷年新高。

此外，本會捐款設立「香港總商會創新獎學金」，表揚在創新創業方面表現卓越的香港科技大學學生。

除了本地層面的措施，特區政府的青年發展計劃亦對接大灣區發展。舉例說，「大灣區青年就業計劃」鼓勵年輕人到大灣區城市生活和工作，擴闊事業發展空間，同時促進人才交流，讓他們加深了解區內的最新發展。

隨着香港進入經濟復蘇新時代，我們要致力營造有利青年人才發展的環境，讓他們發揮潛能，成為推動香港向前邁進的未來領袖。

At the 25<sup>th</sup> anniversary of Hong Kong's return to the Motherland last year, President Xi Jinping said: "Hong Kong will prosper only when its young people thrive." Tying in with the National 14<sup>th</sup> Five-Year Plan, the HKSAR Government's Youth Development Blueprint, announced in December, lays out the overall vision and guiding principles, with more than 160 concrete measures to nurture a new generation of youths.

Our city has a ready pool of potential talent, which is illustrated by the fact that five Hong Kong universities were ranked among the world's top 100 by *Times Higher Education* for 2024. Tapping into this, businesses and educational institutions must support new graduates through talent development schemes and entrepreneurship opportunities for career advancement.

To foster an environment that supports and empowers youths, the Chamber has long been running successful student-centric initiatives, such as the Business Case Competition, the Business-School Partnership Programme and the Pitch Perfect Programme. These schemes provide students with the opportunity to gain practical knowledge about various industries, as well as understand the skills and abilities required for success.

I am proud to announce that the Chamber will launch its annual Business Case Competition this month, giving tertiary students the chance to win internship opportunities, cash prizes as well as a student membership to the HKGCC. Importantly, the competition gives them the opportunity to apply textbook knowledge to real-life situations. Last year, the programme saw more than 500 undergraduates

from various Hong Kong universities deliver 140 proposals for the competition. It is always fantastic to see the level of enthusiasm and creativity among our young participants!

Another impactful initiative I want to mention is our Business-School Partnership Programme, which returns next month. Since it was established in 2001, it has brought together students, teachers and businesses, giving them a platform for fruitful exchanges and readying young talents for the corporate world. In the 2022 edition, we were proud to enroll a record 56 companies and 53 local secondary schools in the programme.

The Chamber also offers the HKGCC Scholarship for Innovation and Creativity, which is awarded to students from Hong Kong University of Science and Technology (HKUST) with outstanding achievements in innovation and entrepreneurship.

Besides city-wide measures, the HKSAR Government's youth development plan also dovetails with the growth of the Greater Bay Area (GBA). For example, the Greater Bay Area Youth Employment Scheme encourages young people to live and work in GBA cities. The scheme greatly widens the scope of career development, while fostering the exchange of talent and promoting understanding of the latest developments in the region.

As Hong Kong embarks on a new era of economic revival, it is important to stay committed to providing our young talent with a nurturing environment, allowing them to unleash their full potential and become future leaders on whom this city can depend.

**Patrick Yeung**  
楊偉添  
ceo@chamber.org.hk



# 發還產假薪酬計劃

## Reimbursement of Maternity Leave Pay Scheme

《僱傭條例》下的法定產假已由10個星期延長至14個星期。透過發還產假薪酬計劃，僱主可申領發還已支付的第11至第14個星期的法定產假薪酬，以每名僱員80,000元為上限。

The statutory maternity leave (ML) under the Employment Ordinance (EO) has been extended from 10 weeks to 14 weeks. Through the Reimbursement of Maternity Leave Pay Scheme, employers may apply for reimbursement of the 11<sup>th</sup> to 14<sup>th</sup> weeks' statutory maternity leave pay (MLP) paid, subject to a cap of \$80,000 per employee.



### 申請資格 Eligibility Criteria

- ✓ 申請人僱用與申請相關的僱員受《僱傭條例》保障  
the employee pertinent to the application employed by the applicant is covered by EO
- ✓ 僱員符合資格根據《僱傭條例》享有產假及產假薪酬  
the employee is entitled to ML and MLP under EO
- ✓ 僱員已放取產假及申請人已向僱員支付14個星期的產假薪酬  
the employee has taken her ML and the applicant has paid 14 weeks' MLP to the employee
- ✓ 僱員於2020年12月11日或之後分娩  
the employee's confinement occurs on or after 11 December 2020
- ✓ 已支付予該僱員的新增四個星期產假薪酬不曾 / 將不會獲其他政府撥款支付 / 補貼  
the additional four weeks' MLP paid to the employee has not been / will not be covered / subsidised by other government funding



### 申請途徑 Application Channels

- 「發還易」網站  
"Reimbursement Easy Portal"  
[www.rmlps.gov.hk](http://www.rmlps.gov.hk)



- 電郵、傳真、郵寄或親身遞交  
by email, fax, post or in person



# HKSAR ASEAN Mission

Chief Executive John Lee's recent tour of Singapore, Indonesia and Malaysia has firmly put Hong Kong back on the map, paving the way for further economic cooperation and partnerships across South-east Asia and the world

行政長官李家超最近率領代表團出訪新加坡、印尼及馬來西亞，致力讓香港與國際重新接軌，並為加強與東南亞及世界各地的經濟合作和夥伴關係鋪路

**Hong Kong is back on the global stage after Chief Executive John Lee led a delegation of high-level officials and industry leaders on a successful mission to Singapore, Indonesia and Malaysia in July. As the HKSAR Government looks beyond Western markets to widen the scope of economic cooperation, the Chief Executive reiterated that the purpose of re-engaging with South Asia was not just to seize business opportunities and boost growth, but also to "build friendship, create goodwill and strengthen partnerships."**

At a welcome dinner in the Lion City, the first stop on the week-long tour, Lee extolled the many benefits of doing business with Hong Kong. "Twenty-six years ago, our prominent advantages under 'one country, two systems' started and have been as robust as ever: free flow of capital, low and simple tax system, commitment to the rule of law, a capitalist way of life, and a cosmopolitan society," he said.

The delegation to the three ASEAN countries consisted of five top officials and more than 30 industry leaders from Hong Kong's finance, investment, business,



# 香港特區代表團 訪問東盟



HKSAR Chief Executive John Lee (left) with Dr Kao Kim Hourn, Secretary-General of the Association of Southeast Nations (ASEAN), in Jakarta. ASEAN has long been Hong Kong's second-largest trading partner.

香港特區行政長官李家超（左）在雅加達與東南亞國家聯盟（東盟）秘書長高金洪博士會面。東盟一直是香港第二大貿易夥伴。



The Chief Executive hosted a press conference in Kuala Lumpur, the last stop of the tour. 行政長官在行程最後一站的吉隆坡會見傳媒。

legal, logistics, and innovation and technology sectors, including Chamber Chairman Betty Yuen.

The trip was the Chief Executive's second to South-east Asia and his third outreach initiative since taking office last year, after visiting Saudi Arabia and the United Arab Emirates in February.

Hong Kong has signed a total of 33 Memorandums of Understanding with the three economies across a wide range of sectors. The deals

have come at a time when the city's trade remained weak: Hong Kong's exports fell by 15.6% in May over a year ago, the 13<sup>th</sup> monthly decline in a row, while imports dropped by 16.7%, year on year, for the 11<sup>th</sup> straight monthly contraction.

Commenting on the trip after returning to Hong Kong, Yuen said: "While the city has strong trade ties with advanced economies, which continue to be strengthened, we should also be open to other

avenues of growth, which is the purpose of such missions.

"The impression I got during the tour was that companies are very willing to do business with us, especially in our role as a gateway to the Greater Bay Area (GBA) and the Mainland. The mission has not only deepened goodwill and strengthened political connections, but it has also thrown open doors for opportunities and investment."

Peter Lam, HKGCC General Committee member and Chairman of the Hong Kong Trade Development Council (HKTDC) said: "Everywhere we went, we felt the warmth and hospitality of the local business community, who expressed great support for Hong Kong and a desire to utilize the city as a business and investment platform. Through government-level meetings led by the Chief Executive as well as meetings between the Hong Kong delegation, local officials and leading enterprises in Singapore,



**"The mission has not only deepened goodwill and strengthened political connections, but it has also thrown open doors for opportunities and investment."**

「是次訪問除了促進友好關係和加強政治聯繫，亦打開了機遇和投資的大門。」

— Betty Yuen,  
Chamber Chairman  
—— 阮蘇少涓 總商會主席

# 採納 《消除性傾向歧視僱傭實務守則》 共建無歧視工作間

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

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

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

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

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

劃一甄選準則 Consistent selection criteria

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

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

- 劃一甄選準則不應提及性傾向，而只應與工作有實質關係

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

《守則》全文可於以下網址下載：

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

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

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



《守則》網頁  
Website of the Code

如貴機構希望為促進不同性傾向人士的平等就業機會出一分力，請承諾遵從《守則》所建議的良好常規。有興趣成為支持採納《守則》的機構可致電2810 3205或電郵至gisou@cmab.gov.hk。

If your organisation wishes to play a role in promoting equal employment opportunities on the ground of sexual orientation, please pledge to follow the good practices recommended in the Code. Organisations interested in becoming a supporting organisation can call 2810 3205 or send an email to [gisou@cmab.gov.hk](mailto:gisou@cmab.gov.hk).

## 7 MOUs signed in Singapore:

- InvestHK and Blockchain Association Singapore (BAS)
- Hong Kong Science & Technology Group (HKSTP) and Global Entrepreneurship Network (GEN)
- HKTDC and Singapore Business Federation (SBF)
- CCB International (Holdings) Ltd and Mirxes Holding Company Limited
- HSBC and Keppel
- City University of Hong Kong and National University of Singapore (NUS)
- Xgate and Singapore Retailers Association (SRA)



Chief Executive John Lee with Singapore Prime Minister Lee Hsien Loong. The two governments signed seven deals covering trade and financial services to research and fintech. 行政長官李家超與新加坡總理李顯龍會面。兩地政府簽署了七份協議，涵蓋貿易、金融服務、研究及金融科技。

Indonesia and Malaysia, Hong Kong's major chambers, companies and institutions got a better understanding of local market potential and can explore business opportunities with local partners."

### New Global Economic Engine

Lee has predicted that the ASEAN region is on track to take over as the world's biggest economic engine. It is Hong Kong's second-largest trading partner after the Mainland: Hong Kong-ASEAN merchandise trade totalled US\$167 billion in 2022, 13.7% of the city's global total.

Lam pointed out that ASEAN businesses already have a strong presence in Hong Kong – more than 650 regional headquarters and offices, as well as local offices, were set up last year. Over 80 ASEAN-headquartered companies are listed on HKEX.

Moreover, the International Monetary Fund recently upgraded

growth projections for the ASEAN Five – Singapore, Malaysia, Vietnam, Indonesia and the Philippines – from 4.3% to 4.6% this year (53% faster than the global average).

Guy Bradley, HKGCC General Committee Vice Chairman and Chairman of John Swire & Sons (HK) Limited, said the Government's ongoing efforts to strengthen ties with ASEAN, including through

the recent delegation, were very welcome. "We hope it will open more opportunities and enhance Hong Kong's role as a super-connector between the Mainland and the rest of world. We see great potential in South-east Asia's dynamic markets and already have several exciting developments underway across the region," he stated, adding that the company's beverages arm had recently



**“We see great potential in South-east Asia's dynamic markets and already have several exciting developments underway across the region.”**

「東南亞市場活力充沛、潛力龐大，而且區內發展日益蓬勃。」

– Guy Bradley,  
Chamber Vice Chairman  
—— 白德利 總商會副主席

made significant investments in South-east Asia by acquiring bottling businesses in Vietnam and Cambodia. "We will continue to look for investment opportunities such as these that align with our strategic objective of growing our core businesses."

During the trip, Lee took the opportunity to seek support for Hong Kong to join the RCEP (Regional Comprehensive Economic Partnership), the world's largest free-trade pact, which covers a third of the population and about 30% of global gross domestic product.

"We concur with ASEAN's commitment to regional cooperation as founding members of the RCEP," Lee said in Singapore, adding that Hong Kong was determined to pursue early accession to RCEP. Singaporean Deputy Prime Minister Heng Swee Keat said the city state supported Hong Kong's bid to join the RCEP, especially with the rise of protectionism after pandemic-related supply chain disruptions.

### Two-way Investment Flows

Pointing out that Hong Kong is a preferred destination for corporations looking to tap into both Chinese and international markets, Yu Sun, HKGCC General Committee member and Vice Chairman and Chief Executive, Bank of China (Hong Kong), said the city acts as an unparalleled bridge between Mainland and the rest of the world.

"Being backed by the Motherland and connecting to the world under One Country, Two Systems, Hong Kong leverages its expertise in providing offshore RMB services, serving as a global gateway for



Hong Kong's agreements with Indonesia cover areas including green finance, maritime services, meteorology, aerospace, and promotion of sustainable finance. 香港與印尼簽訂的協議涉及多個領域，包括綠色金融、海運服務、氣象科技、航天科技及可持續金融。

### 15 MOUs and SPAs (Share Purchase Agreement) signed in Jakarta:

- Hong Kong Observatory and The Agency for Meteorology, Climatology, and Geophysics of the Republic of Indonesia (BMKG)
- HKEX and Indonesia Stock Exchange (IDX)
- [SPA] Value Partners Group and STAR Asset Management
- BOC International Holding Ltd and Tsingshan Industry, and BOC HK Jakarta Branch
- BOC International Holding Ltd and J&T Jitu Express, and BOC HK Jakarta Branch
- Chinese Asset Management Association of Hong Kong (HKCAMA) and Indonesia Asset Management Association
- CCB International (Holdings) Ltd and J&T Jitu Express
- Hong Kong Aerospace Technology Group and Bakrie & Brothers
- HKTDC and Indonesian Ministry of Trade
- HKTDC and Indonesian Ministry of Industry
- HKTDC and KADIN
- HSBC and Hutchison Ports Indonesia
- InvestHK and KADIN
- Media Asia Group Holdings Limited and MNC Media & Entertainment
- Templewater Limited and China International Marine Containers (Group) Ltd. (CIMC) and Eternal Tsingshan Group Ltd.

businesses seeking access to the vast Chinese market. It enables businesses to efficiently conduct cross-border trade and investment,” he said.

Sun added that the trip by the Hong Kong delegation was highly valued and warmly embraced, highlighted by the record number of deals signed. “The visit garnered significant attendance from prominent political and business figures from the three nations. Influential leaders from major corporations also extended their hospitality to the Chief Executive, showcasing their keenness to strengthen connections.”

The sheer range of the bilateral agreements also reflects Hong Kong’s strategic pursuit of high-quality growth. In his meetings with the political leaders of

the three economies, the Chief Executive stressed that Hong Kong was working on developments in eight key areas under China’s 14<sup>th</sup> Five-Year Plan. These include international finance, innovation and technology, cultural exchange, trade, shipping, aviation, legal and dispute resolution services, as well as intellectual property.

In Singapore, the two sides signed seven deals covering trade, financial services, research and fintech, and promised to revisit the civil servant exchange programme that stalled due to travel restrictions during the Covid pandemic. During a meeting with Prime Minister Lee Hsien Loong, the Chief Executive highlighted Hong Kong’s strategic location as a super-connector to the GBA, and offering “enviable access” to China, the world’s

second-largest economy. The Prime Minister also called for stronger ties between the two financial hubs and expressed confidence in Hong Kong’s continued prosperity under “One Country, Two Systems.”

Hong Kong has inked 15 agreements with Indonesia in green finance, maritime services, meteorology, aerospace, and promotion of sustainable finance. These include a collaboration between the Hong Kong stock exchange and Indonesia’s bourse over cross-border listings, joint product development and the promotion of sustainable finance.

“ASEAN businesses show strong interest in leveraging Hong Kong’s unique role as the international business hub of the GBA to tap into opportunities in the vast Mainland market,” explained Lam. “Secretary for Financial Services and the Treasury Christopher Hui said many Indonesian state-owned enterprises had expressed interest in dual listing in Hong Kong. The mutual recognition of the stock exchanges of the two places confirmed during the visit will greatly facilitate this process.”

In Jakarta, the Indonesian arm of Hutchison Ports made a deal with HSBC (Hong Kong) to promote shared maritime trade. The banking giant will also collaborate with venture capital fund Gobi Partners to support entrepreneurs using TaqwaTech to serve the Islamic economy.

Apart from meeting with Indonesian President Joko Widodo, Lee joined a

“The number of agreements signed far exceeded expectations, **which demonstrated exceptionally strong willingness among the three ASEAN countries to deepen collaboration and ties with the international business hub of Hong Kong.**”

「訪問期間達成的協議數量遠超預期，顯示東盟三國都渴望與香港這個國際商業中心加深合作和聯繫。」

— Peter Lam,  
General Committee member  
—— 林建岳 總商會理事





business luncheon with nearly 300 political and industry leaders, and underlined the many advantages Hong Kong offers as a well-connected business centre, and said efforts were being made to diversify markets to become more conducive for Islamic finance.

In Malaysia, the last stop of the tour, Lee met with Prime Minister Anwar Ibrahim for talks on collaboration in the trade, technology and tourism sectors. One of the most significant partnerships to result from the mission was the agreement between Hong Kong's MTR Corporation and Malaysia's state-owned Mass Rapid Transit (MRT) Corporation to use MTR Corp's rail plus property model for transit-oriented development at the station connecting to Singapore. It was among 11 deals signed in Kuala Lumpur in various fields from education to trade.

### Future-forward Business Hub

During a luncheon with business elites in the Malaysian capital, Lee said seizing opportunities was "Mission Possible," with the 33 deals reflecting the fact that Hong Kong was being given "exceptional attention."

Underlining the achievement, Lam said the visit served to bolster the ties between Hong Kong and ASEAN. The number of agreements signed far exceeded expectations, which demonstrated exceptionally strong willingness among the three ASEAN countries to deepen



The Chief Executive met with Malaysian Prime Minister Anwar Ibrahim for talks on collaboration in the trade, technology and tourism sectors.  
特首與馬來西亞總理安華會晤，商討貿易、科技和旅遊業合作。

## 11 MOUs signed in Kuala Lumpur:

- MTR Corporation Limited and Mass Rapid Transit Corporation Sdn. Bhd. (MRT)
- Federation of Hong Kong Industries and Federation of Malaysian Manufacturers
- FWD Group Holdings Limited (FWD Group) and FWD Insurance Berhad (FWD Insurance)
- HKTDC and MATRADE
- HKTDC and NCCIM
- HSBC and Gobi Partners
- WeLab and HSBC
- City University of Hong Kong and Malaysia Digital Economy Corporation
- A&A (Digital business consulting) Limited and MyTOWN Shopping Centre
- Shangri-La International Hotel Management Pte Ltd and Far East Group
- CCB International (Holdings) Ltd and Affin Hwang Investment Bank Berhad

collaboration and ties with the international business hub of Hong Kong, he added.

Summing up the tour, Yuen said her understanding was that the Chief Executive was clear about the importance of such outreach initiatives. "These trips should not be seen as symbolic but as missions of substance, allowing a wider network of connections with a cross-section of like-

minded international industry heavyweights and political leaders.

"As we reach out to more overseas partners in our pursuit of economic growth, let us not forget that the goal is also to dispel misconceptions and tell the real stories of Hong Kong to the world, thus inspiring more confidence in potential investors. With the ASEAN mission, our Chief Executive has done exactly that."



The delegation toured the medical and elderly-care facilities in Sunway City to learn more about the business development of the Malaysian conglomerate Sunway Group.

代表團到訪馬來西亞大型企業雙威集團，參觀雙威城內的醫療安老設施，並了解集團的業務發展。

“Being backed by the Motherland and connecting to the world under One Country, Two Systems, **Hong Kong leverages its expertise in providing offshore RMB services, serving as a global gateway for businesses seeking access to the vast Chinese market.**”

「香港在『一國兩制』下背靠祖國、聯通世界，應充分發揮其專業優勢，透過提供離岸人民幣服務，為有意進軍龐大中國市場的國際企業打開大門。」

— Yu Sun,  
General Committee member  
—— 孫煜 總商會理事



行政長官李家超於7月率領由政府高官和行業領袖組成的代表團，訪問新加坡、印尼和馬來西亞，足證香港已重返國際舞台。特區政府正着眼於西方國家以外的市場，拓展經濟合作版圖，但特首重申，與東南亞重建聯繫不僅是為了把握商機和推動增長，也旨在「建立友誼、凝聚共識及加強合作」。

為期一周的行程於獅城展開，李家超在歡迎晚宴上推廣與香港經商的眾多好處。他表示：「過去26年來，我們一直享有『一國兩制』下的獨特優勢，包括資金自由流動、簡單低稅制、法治制度和資本主義生活方式，同時亦是國際大都會。」

是次東盟三國訪問團由五名政府高官和超過30名行業領袖組成，涵蓋金融、投資、商業、法律、物流及創科界別，總商會主席阮蘇少涓亦有隨行。

繼2月出訪沙特阿拉伯及阿聯酋後，此行為特首自去年上任以來第二次到訪東南亞地區，也是第三次外訪活動。

香港與三國合共簽署了33份合作備忘錄及協議，涉及廣泛範疇。在本港貿易持續疲弱的情況下，這些協議正合時宜：香港出口和進口貨值在5月分別按年下跌15.6%和16.7%，分別連續13個月和11個月錄得跌幅。

總商會主席阮蘇少涓在結束行程回港後表示：「香港與發達經濟體保持密切的貿易聯繫，但在加強這些聯繫的同時，我們亦應開拓其他增長領域，而這正是舉辦外訪團的目的。」

「此行可見企業十分樂意與我們經商，尤其是以香港作為通往大灣區和內地的門戶。是次訪問除了促進友好關係和加強政治聯繫，亦打開了機遇和投資的大門。」

總商會理事兼香港貿易發展局（香港貿發局）主席林建岳表示：「我們在所到的每一個地方，均受到當地商界的熱情款待，他們對香港發展表示支持，並希望利用香港作為營商和投資平台。由行政長官主持的多場政府會議，以及香港代表團與新加坡、印尼和馬來西亞的官員和領先企業會晤，有助香港的主要商會、企業和機構深入了解當地市場潛力，並從中探索商機。」

## 全球經濟新引擎

李家超預期，東盟有望成為全球最大的經濟引擎。現時東盟是香港第二大貿易夥伴，僅次於內地；香港與東盟的商品貿易總額在2022年達到1,670億美元，佔本港商品貿易總額13.7%。

林建岳指出，東盟企業已於香港建立穩固的業務基礎，去年共設立逾650個

地區總部、地區辦事處和地方辦事處。超過80家總部設於東盟的公司亦已在香港交易所上市。

此外，國際貨幣基金組織最近將東盟五國（新加坡、馬來西亞、越南、印尼及菲律賓）今年的增長預測從4.3%上調至4.6%，較全球平均增長快53%。

總商會副主席兼香港太古集團有限公司主席白德利指出，政府一直着力加強與東盟的聯繫，包括舉辦是次訪問團，這些舉措都值得歡迎。他表示：「我們希望能開拓更多機遇，並加

強香港作為內地與世界各地之間的超級聯繫人角色。東南亞市場活力充沛、潛力龐大，而且區內發展日益蓬勃。」他補充，太古集團的飲料部門最近在東南亞作出重大投資，收購了越南和柬埔寨的裝瓶業務。「我們將繼續物色投資機遇，以配合我們發展核心業務的策略目標。」

行程期間，李家超把握機會爭取支持香港加入《區域全面經濟伙伴關係協定》（RCEP）——全球規模最大的自由貿易協定，涵蓋全球近三分之一人口和約三成經濟總量。



Singapore has consistently been Hong Kong's largest trading partner in the ASEAN region.  
新加坡一直是香港在東盟最大的貿易夥伴。

## 於新加坡簽訂的七份合作備忘錄：

- 投資推廣署及新加坡區塊鏈協會
- 香港科技園公司及Global Entrepreneurship Network
- 香港貿發局及新加坡工商聯合總會
- 建銀國際（控股）有限公司及Mirxes Holding Company Limited
- 滙豐及吉寶企業
- 香港城市大學及新加坡國立大學
- Xgate及Singapore Retailers Association



The Chief Executive and Indonesian President Joko Widodo met in Jakarta to exchange views on strengthening Hong Kong's connections with Indonesia and other ASEAN member states.

行政長官在雅加達與印尼總統佐科維多多會面，就加強香港與印尼及其他東盟成員國的聯繫進行交流。

## 在雅加達促成的15份合作備忘錄及股權銷售協議：

- 香港天文台及印尼氣象、氣候和地球物理局
- 香港交易所及印尼證券交易所
- [SPA]惠理集團及STAR Asset Management
- 中銀國際控股有限公司、青山實業及中銀香港雅加達分行
- 中銀國際控股有限公司、極免速遞及中銀香港雅加達分行
- 香港中資基金業協會及Indonesia Asset Management Association
- 建銀國際（控股）有限公司及極免速遞
- 香港航天科技集團有限公司及Bakrie & Brothers
- 香港貿發局及印尼貿易部
- 香港貿發局及印尼工業部
- 香港貿發局及KADIN
- 滙豐及和記港口印尼
- 投資推廣署及KADIN
- 寰亞傳媒集團有限公司及MNC Media & Entertainment
- 善水資本有限公司、中國國際海運集裝箱（集團）股份有限公司及永青集團有限公司

李家超在新加坡指出：「東盟作為RCEP的創始成員，致力促進區域合作，我們亦十分認同這個理念。」他補充，香港正積極爭取儘早加入RCEP。新加坡副總理王瑞杰表示，該國支持香港加入RCEP，這在疫情導致供應鏈受干擾、保護主義升的情況下尤其重要。

## 雙向投資流動

總商會理事、中銀香港副董事長兼總裁孫煜表示，香港作為內地與世界各地之間的橋樑，地位無可比擬，是企業進入中國和國際市場的首選平台。

他說：「香港在『一國兩制』下背靠祖國、聯通世界，應充分發揮其專業優勢，透過提供離岸人民幣服務，為有意進軍龐大中國市場的國際企業打開大門，協助他們進行高效的跨境貿易和投資。」

孫煜補充，此行簽署的協議數量創下新高，證明香港代表團受到高度重視和熱烈歡迎。「訪問團獲三國的政要商賈接待，多名具影響力的大型企業領袖亦親迎特首到訪，反映他們熱切希望與香港加強聯繫。」

香港與東盟三國簽署多項雙邊協議，亦反映了實現高質量增長的決心。與三國政治領袖會面期間，特首強調香港正積極發展國家「十四五」規劃下的八大重點領域，包括國際金融、創新科技、文化交流、貿易、航運、航空、法律及爭議排解服務，以及知識產權。

在新加坡，雙方簽署了七份協議，涵蓋貿易、金融服務、研究和金融科技領域，並承諾重啟因防疫旅遊限制而暫停的公務員交流計劃。李家超與新加坡總理李顯龍會晤時表示，香港憑藉優越的地理位置，在大灣區擔當超級聯繫人，亦是通往全球第二大經濟體的門戶，一直為人稱羨。李顯龍期望兩個金融中心能進一步加強聯繫，並表示有信心香港將在「一國兩制」下繼續繁榮。

香港亦與印尼簽署15份合作備忘錄及協議，涵蓋綠色金融、海運服務、氣象科技、航天科技及可持續金融等領域。具體內容包括香港與印尼交易所就兩地企業跨境上市、產品開發及推動可持續金融方面探索合作機遇。

林建岳解釋：「東盟企業殷切希望借助香港作為大灣區國際商業中心的獨

特角色，把握內地市場的龐大機遇。財經事務及庫務局局長許正宇亦表示，印尼有多家國有企業有意來港雙重上市。」他續指，今次訪問期間訂立的兩地交易所互認安排，將大大加快兩地合作進度。

在雅加達，和記港口印尼與滙豐香港達成協定，共同推廣兩地海上貿易。滙豐亦會與風險投資基金戈壁創投合

作，支援TaqwaTech企業（專為穆斯林服務的行業），滿足伊斯蘭市場需要。

李家超到訪期間與印尼總統佐科維多多會面，又與近300名香港及印尼政商領袖共晉商務午餐。李家超強調香港作為連繫全球的商業樞紐享有的種種優勢，又表示香港正努力發展多元化市場，以促進伊斯蘭金融進一步發展。

在行程最後一站，李家超與馬來西亞總理安華會面，商討加強兩地的貿易、科技和旅遊業合作。是次外訪最重要的成果之一，是促成港鐵公司與馬來西亞國營捷運公司簽訂協議，以港鐵的「鐵路加物業」綜合發展模式，攜手在馬來西亞發展一個毗連新加坡的新建車站的公共運輸導向項目。代表團在吉隆坡共簽署了11份協議，涉及教育和商貿等領域。

## 迎向未來

李家超在馬來西亞首都與商界精英交流聚餐時形容，抓緊機遇並非「不可能的任務」；代表團與不同單位訂立合共33份合作備忘錄及協議，足以反映香港受到高度重視。

林建岳表示，此行進一步鞏固香港與東盟之間的聯繫。他補充，訪問期間達成的協議數量遠超預期，顯示東盟三國都渴望與香港這個國際商業中心加深合作和聯繫。

阮蘇少涓總結行程時表示：「特首明瞭這些外訪活動十分重要，不應視之為象徵式的例行公事，而是具有實質意義，能讓理念一致的國際工商翹楚和政界首腦聯繫起來，擴闊政商網絡。」

「與海外夥伴洽談交流除了有助促進經濟發展，還請謹記我們的另一個目的，就是要消除外界的誤解，向世界說好真實的香港故事，從而提振潛在投資者的信心。這次東盟之行，特首切實做到這一點。」



Eleven agreements were signed in Kuala Lumpur, including a deal between Hong Kong's MTR Corporation and Malaysia's state-owned Mass Rapid Transit (MRT) Corporation. 代表團在吉隆坡簽署了11項協議，包括香港港鐵公司與馬來西亞國營捷運公司訂立的協定。

## 於吉隆坡簽署的11份合作備忘錄：

- 香港鐵路有限公司及馬來西亞捷運公司
- 香港工業總會及馬來西亞廠商聯合會
- 富衛集團有限公司及FWD Insurance Berhad
- 香港貿發局及馬來西亞對外貿易發展局
- 香港貿發局及馬來西亞全國總商會
- 滙豐及戈壁創投
- WeLab及滙豐
- 香港城市大學及馬來西亞數碼經濟機構
- A&A (Digital business consulting) Limited及MyTOWN Shopping Centre
- 香格里拉國際酒店管理有限公司及Far East Group
- 建銀國際（控股）有限公司及艾芬黃氏投資銀行

## 專業商貿文件認證服務 Professional Trade & Business Certification Services

### 產地來源證

全港最多簽發量

### Certificates of Origin

Issuing the most COs  
in Hong Kong

### 代辦領事認證

一站式完成商會加簽  
及領事認證

### Consulate Endorsement Facilitation

One-stop-shop services



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The key to document  
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### Certificate of Business Identity

Enhance business reputation



### 暫准進口證

免關稅臨時進口至78個國家或地區

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# Transforming Lives

## 蛻變重生

Project Change works with young people arrested during the 2019 social unrest in Hong Kong, giving them a chance to start again and contribute to society

「蛻變計劃」旨在協助在2019年香港社會動盪期間被捕的青年，讓他們有機會重過新生、貢獻社會

**“It takes a village.” For Yun Wing Sung, Co-founder of the Hong Kong charity Project Change, the African proverb encapsulates the efforts that go into rehabilitating youths arrested for their alleged involvement in the Anti-Extradition Bill movement that swept Hong Kong in 2019.**

Sung, who was Chairman of the Economics Department at the Chinese University of Hong Kong for 17 years and currently serves as Adjunct Professor, founded Project Change in 2020 along with two other academics, including his wife, Dr Pauline Po-lin Sung-Chan. The cause: to help these young people – a majority of whom did not have a previous criminal record – rebuild their lives.

“Of the 10,000 people arrested, over 4,000 were students – 2,200 were enrolled in tertiary educational institutions while the rest were still in high school,” said Sung. “It has been extremely detrimental to their careers, their families and the Hong Kong community. Regardless of where we stand politically or ideologically, the

wellbeing of our future generations ought to be our priority.”

In the months leading up to the launch, the team visited various NGOs and met with Government officials to assess service gaps, as most welfare agencies offered programmes targeted at “conventional” arrestees with a different profile. In June 2020, Project Change was established as a registered apolitical organization helping individuals under 25 arrested during the social unrest. Since then, it has managed over 150 cases.

### Empowering Youths

Besides facing a long judiciary process, the youths also must deal with issues such as being denied jobs or places in educational institutions rejection from family and friends, as well as mental and physical health issues. Without intervention, this could have a lasting impact on their lives, as well as affecting sociopolitical stability and economic productivity, said Sung.



A screening of the film *The Narrow Road* was held for over 70 youths in April. From left, Shing-mu Yau, Project Change's Associate Director for Reintegration, with director Lam Sum and music director Wong Hin-yan. 超過70位青年出席在4月舉行的電影《窄路微塵》放映會。「蛻變計劃」生涯重塑項目副總監邱誠武（左起）與導演林森及音樂總監黃衍仁。

While social stigma and discrimination persist, perspectives are slowly changing. Program Director John Mak said the organization is supported by the Government as well as the Hong Kong Police Force. “Commissioner of Police Raymond Siu is fully committed to youth empowerment, which has led to a change in how the community sees these young adults,” he explained. Project Change’s rehabilitation programme is grounded in





Project Change co-founders Professor Yun Wing Sung and his wife Dr Pauline Po-lin Sung-Chan address the audience at Project Change's first public event in September 2022. The charity concert, titled 'The Embrace of Time,' was attended by over 200 supporters and youths.

「蛻變計劃」在2022年9月首次舉行社區活動——The Embrace of Time籌款音樂會，共同創辦人宋恩榮教授及其妻宋陳寶蓮博士與現場觀眾會面，是次活動吸引超過200位支持者和青年出席。

holistic therapy and education. It is supported by a network of professionals, including social workers, clinical psychologists and psychiatrists, with counselling services provided for 1-2 years, comprising 50 one-hour sessions per year. These include individual face-to-face counselling, e-counselling and projects. Family-centred therapy is also provided to encourage parents and relatives to play a positive role in the development of these youths. Enrollment is voluntary and free of cost, with donors and supporters taking care of expenses.

### Promoting Reintegration

In 2021, Project Change introduced a reintegration programme to help

youths released from incarceration to get jobs and seek readmission to universities. Sung said Government-funded universities have been receptive to the cause, with awareness increasing every day, especially in the education sector. Finding employment, though, can sometimes be a challenge due to the perceived reputational risk of hiring such individuals.

"When we first started, there were two challenges," said Mak. "One was the general lack of awareness in society about these youths – I remember one company being surprised that they number in the thousands. The second problem, of course, was the social stigma. Today, companies are

becoming more amenable to the idea, particularly in sectors such as engineering, banking and education." Opportunities for short-term internships are seen as beneficial, especially for those awaiting trial, as it allows them to contribute to society. It can also have a positive effect on the sentencing handed down by the court.

"With Hong Kong facing a talent crunch, the message we have been repeating since Chief Executive John Lee's Policy Address last October is that if these youths have a positive outlook and want to turn their lives around, we should offer them an opportunity," said Mak. "We want to give them a platform to contribute to the local economy, especially

as Hong Kong is on the path to economic revival. Ideally, they should be able to go on to lead normal lives and get jobs without us having to highlight the problems they have faced. That would be the optimal result.”

### Spreading Awareness

Project Change has been ramping up its campaign to spread the word among companies across various industries and business chambers, including the HKGCC, where the team will give a presentation this month. The charity also holds community events like film screenings to help youths think big, build empathy and socialize, while Sung often invites small groups to fellowship dinners. Mak described a fundraising concert held in September last year, where Government officials, business leaders and LegCo members mingled with the youths. “It was a cohesive show of cross-sector support,” said Mak. “And that is our message: society ought to work together in a spirit of reconciliation.”

For these young people to integrate successfully into society, they need to know that the community is on their side, said Sung. “It takes everyone, from business leaders and educators to families and friends, to help them overcome hardships and rebuild their lives. We must see them not as a burden but as potential talent. This togetherness should be the way forward for Hong Kong.”

“For these young people to integrate successfully into society, they need to know that the community is on their side.”

「青年需要感受到社會各界的支持，才能成功重投社會。」



— Yun Wing Sung,  
Co-founder of the Hong Kong charity Project Change

——香港慈善機構「蛻變計劃」共同創辦人 宋恩榮

眾多青年因涉嫌在2019年參與香港反修例運動而被捕，香港慈善機構「蛻變計劃」共同創辦人宋恩榮以非洲一句諺語概括推動涉案青年更生方面的工作：「舉全村之力方可成功。」

香港中文大學經濟系客座教授宋恩榮曾任該系系主任17年，他在2020年與兩名學者（包括其妻宋陳寶蓮博士）一同創辦蛻變計劃，以協助涉案青年（大部分並無犯罪紀錄）重建新生。

宋恩榮表示：「一萬名被捕者當中有4,000多名學生，其中2,200人正就讀大專院校，其餘為高中生，他們的事業發展、家庭以至香港社會均大受打擊。不論政治立場或意識形態如何，我們亦應以下一代的福祉為依歸。」

由於大部分福利機構的項目集中支援「典型」被捕者，服務對象背景有所不同，團隊在正式展開計劃前數月，曾與多個非政府機構代表及政府官員會面，以評估服務有何需要改進。蛻變計劃最終於2020年6月註冊為非政治組織，協助在社會動盪期間被捕的25歲以下青年，至今已處理超過150宗個案。

### 助力青年發展

涉案青年除了面對漫長的司法程序，亦可能會受到就業或就學困難、被親朋排斥和身心健康受損等問題困擾。宋恩榮指出，若不及時介入，這或對

他們的人生造成長遠影響，亦會損害社會政治穩定和經濟生產力。

此外，他們還遭受社會批評和歧視，但情況正逐漸改善。項目總監麥曉暉表示，該機構獲特區政府和香港警務處支持。他解釋：「警務處處長蕭澤頤全力支持青年發展，使社會對這些年輕人改觀。」

蛻變計劃的更生項目以全方位輔導和教育為基礎，由社工、臨床心理學家和精神科醫生組成的專家網絡支援。輔導服務為期一至兩年，每年提供50節一小時的面談，內容包括個人面見輔導、網上輔導和行動學習項目。計劃亦提供以家庭為中心的輔導，鼓勵家長和家庭成員積極支持青年發展。計劃屬自願性質，而且費用全免，有關開支由善心人士和支持者捐助。

### 支持青年重投社會

蛻變計劃於2021年推出生涯重塑項目，協助獲釋青年重新就業及升讀大學。宋恩榮表示，隨着教育界日益關注這個議題，政府資助大學對項目表示歡迎。不過，部分企業認為聘用更生人士可能有損聲譽，往往令獲釋青年在求職時遇到挑戰。

麥曉暉表示：「我們起初面對兩大挑戰，其一是社會普遍對這些青年缺乏了解——涉案青年數以千計，我記得曾有一家公司對此表示驚訝。另一問題當然

是社會偏見。現時，企業對僱用更生人士的接受程度日增，尤其是工程、銀行和教育行業。」

短期實習項目能為青年帶來幫助，尤其是讓候審青年有機會貢獻社會，對法庭量刑起到正面作用。

麥曉暉說：「香港面對人才短缺問題，自行政長官李家超在去年10月發表《施政報告》以來，我們一直重申：若然這些青年對未來抱持樂觀態度，並希望重獲新生，我們應給予他們一個機會。香港正邁向經濟復蘇，我們冀為他們提供

平台，為本地經濟發展出一分力。最理想的情況是，我們無需強調他們面對的困境，他們也能重過正常生活，成功就業；這是我們一直爭取的最佳成果。」

### 宣揚理念

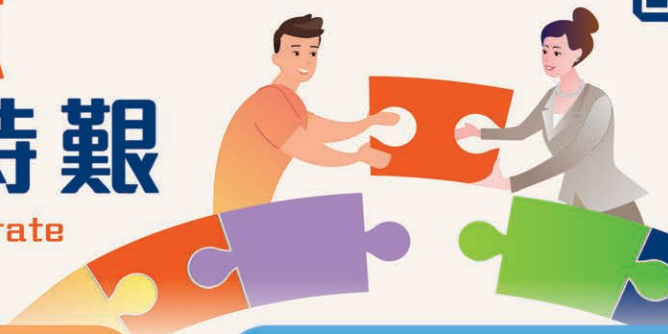
蛻變計劃正着力向各行各業的企業和商會加強推廣，團隊本月將在總商會舉辦簡介會。該機構亦會舉辦電影放映會等社區活動，協助青年開拓視野、建立同理心和社交聯誼，宋恩榮則定期邀請青年以小組形式共晉晚餐。麥曉暉指出，

該機構於去年9月舉辦籌款音樂會，邀得政府官員、商業領袖和立法會議員與青年會面交流。他表示：「活動凝聚了不同界別的支持，而這正是我們希望帶出的訊息：社會各界應齊心協力，共建和諧。」

宋恩榮表示，青年需要感受到社會各界的支持，才能成功重投社會。「無論是商業領袖、教育工作者或親友，都要合力協助他們克服難關，重建新生。我們要視他們為有潛力的人才，而非社會負擔，這種患難與共、團結一心的精神，是香港邁步向前的動力。」

# 勞資互諒 共渡時艱

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Build Mutual Trust



## 僱主與僱員指引 - 如何處理減薪及裁員

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



## 處理減薪及裁員須知

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



中文版



English Version

## 面對業務及經濟困難，僱主無可避免要減薪及裁員時，請注意：

- 僱傭雙方應進行坦誠的磋商
- 僱主應考慮僱員的需要，並遵守《僱傭條例》和相關法例的規定，以及僱傭合約的條款
- 在採取減薪行動前，僱主須事先取得僱員的同意，並給予僱員足夠的時間考慮

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

- Employers and employees should have frank and sincere discussions
- Employers should consider the needs of employees and comply with provisions of the Employment Ordinance and relevant legislation as well as the terms of employment contracts
- Before adopting a wage-reduction exercise, employers should obtain consent from employees and give them sufficient time to consider the proposal

## 查詢 Enquiries

勞工處勞資關係科各分區辦事處  
Offices of Labour Relations Division,  
Labour Department

**2717 1771**

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# Tapping the Halal Market

## 開拓清真市場

A seminar on the latest developments in the Halal industry – from food to pharmaceuticals – looked at how Hong Kong businesses could seize opportunities in this fast-growing market

研討會介紹清真產業在食品和醫藥等領域的最新發展，並探討港企可如何從這個增長迅速的市場把握機遇

**The global Halal market has been booming in recent years, and is currently estimated to be worth US\$2.4 trillion, according to a report by the State of the Global Islamic Economy. By 2028, growth is projected to hit US\$4 trillion, driven by the growing Muslim demographic (Muslims comprise 25% of the world's population), rising awareness of Halal products, and the popularity of Halal tourism.**

However, for Hong Kong's 300,000 Muslims – who make up 5% of the city's population – the 60-odd Halal-certified restaurants offer limited choices. In fact, a large proportion of people living in this multicultural city have limited knowledge about Halal food and practices.

But there are plenty of prospects for growth: Hong Kong's thriving Muslim community, together with incoming Muslim tourists, present a significant opportunity for businesses to cater to the needs of this growing demographic.

Some local companies have been actively taking steps to make

Hong Kong more Muslim-friendly. At a roundtable luncheon at the Chamber on 25 July, Sharifa Leung, Managing Director of 3 Hani Enterprises, shared with members on the Halal market in Hong Kong and the potential opportunities for local enterprises.

Leung, who has been promoting Halal food and products in Hong Kong since 2018, said that the city currently offers a limited selection of Halal products and services.

According to the Global Muslim Travel Index 2022, the top three Muslim-friendly destinations in the world were Singapore, Taiwan and especially Thailand, which boasts over 14,000 companies operating with Halal certification. Japan and Korea are also seen as nations serving Halal tourism. For Hong Kong to tap into the market, Leung said more awareness was needed in the community, which could be spread through events such as trade shows, food festivals and exhibitions. With a growing number of inbound tourists from Muslim-majority countries





such as Indonesia and Malaysia, there definitely is burgeoning demand and room to grow.

Leung also explained the process of obtaining Halal certification, which includes audits involving documents review, examination of ingredients and product supply chains, as well as onsite inspections. Once the criteria are met, halal certification is awarded by a Halal Certification Body, followed by training and workshops. Examples of local businesses that successfully and profitably offer Halal products include Koon Chun Sauce and Imperial Patisserie, which cater to local and international clients.

Meanwhile, top fast-food chains in Hong Kong such as KFC have also been working to expand their Halal offerings to support diversity and inclusion. Karen Chan, General Manager, KFC Hong Kong and Macao, said Halal-friendly menus are available at five branches across Hong Kong, with the first launched in Jordan in November last year. She explained KFC's journey to offer Halal items, which stemmed from the brand's core chicken product, sourced from a Halal-certified producer in the United States and which had been within the system for many years. The brand is currently looking at offering Halal menus in other areas of the city. The goal, Chan said, was to eventually offer it in every major

neighbourhood, in an effort to make it more accessible to the wider community.

Businesses in Hong Kong looking to tap into this growing market can also look to Malaysia for inspiration. With well-structured regulations and a comprehensive ecosystem, the country is at the forefront of Halal standards and certification. Its Halal products and services are also known worldwide for their quality.

Yazrin Syakhairi Mahlan, Trade Commissioner at MATRADE, Consulate General of Malaysia in Hong Kong, explained that Halal is not a religion but a lifestyle – it goes beyond food products to include everything from fashion to pharmaceuticals. He also pointed out that certain segments and checkpoints along the Halal supply chain are dominated by non-Muslim majority countries such as Brazil, which is the largest exporter of Halal-certified meat in the world.

With the number of inbound Muslim visitors to Hong Kong rising, especially as post-pandemic travel

soars, Mahlan cited the example of the “Hello Hong Kong” campaign by the Hong Kong Tourism Board (HKTB), which includes a microsite dedicated to offering information and advice for those seeking Halal tourism, in an effort to expand hospitality towards this segment of travellers.

Mahlan also noted that under the ASEAN-Hong Kong Free Trade Agreement, there is no duty imposed on 98% of the products, allowing business communities on both sides to seize the substantial opportunities available in the Halal market.

Meanwhile, the International Malaysia Halal Showcase (MIHAS 2023) will return to Kuala Lumpur from 12-15 September. The expo serves as a platform for both international and local players, offering services and products including pharmaceuticals, medical devices, finance, fashion, personal care and cosmetics, green technologies and tourism. Last year, MIHAS hosted over 30,000 sellers and visitors, resulting in trade value of over US\$513 million.

**全球清真市場近年發展蓬勃，根據《全球伊斯蘭經濟現況報告》，現時市場規模估計達到2.4萬億美元。由於穆斯林人口不斷增長（穆斯林佔全球人口的25%）、清真產品日漸普及，加上清真旅遊廣受歡迎，預期市場規模將於2028年前增長至4萬億美元。**

香港約有30萬名穆斯林，佔全港人口5%，卻只有60多家經清真認證的餐廳，選擇有限。事實上，在這個多元文化城市，居民大多對清真食品和習俗所知甚少。

不過，香港穆斯林社群日益壯大，穆斯林旅客亦有所增加，為服務這個群體的企業帶來龐大機遇，增長前景可觀。

部分本地企業正積極在香港營造穆斯林友善環境。在總商會7月25日的午餐會，三亨事務有限公司董事總經理梁雪花向會員介紹香港清真市場，以及本地企業享有的潛在機遇。

梁雪花自2018年起在香港推廣清真食品和產品，她表示香港現時提供的清真產品和服務選擇不多。

根據2022年全球穆斯林旅遊指數，全球三大穆斯林友善旅遊目的地分別為新加坡、台灣和泰國，共有超過14,000家企業擁有清真認證。此外，日本和韓國亦積極發展清真旅遊服務。梁雪花指出，香港如要進入清真市場，可透過舉辦貿易展、食品節和展覽等活動，提升社會對穆斯林文化的認識。隨著來自印尼和馬來西亞等穆斯林國家的入境旅客增加，市場將有更大的需求和增長空間。

梁雪花還講解了申請清真認證的流程，包括文件審查、檢查材料和產品供應鏈，以及實地視察。只要符合規定，清真認證機構便會發出清真認證，並安排

**At the seminar, experts said Hong Kong's thriving Muslim community and Halal tourism present many opportunities for local businesses.**

會上，專家表示香港的穆斯林社群和清真旅遊發展日益蓬勃，為本地企業帶來龐大機遇。



培訓課程和工作坊。舉例說，冠珍醬園和皇玥等本地企業已成功取得清真認證，為本地和國際客戶提供清真產品，而且利潤可觀。

與此同時，為支持多元共融，KFC等大型連鎖快餐店亦在香港增加清真食品的選項。香港及澳門KFC總經理陳君樂表示，佐敦分店於去年11月率先推出清真餐單，現已擴展至全港各區共五家分店。她解釋，KFC從核心雞肉產品着手設計清真餐單，並向合作多年的美國清真認證生產商採購食材。陳君樂指出，該品牌正準備為本港其他地區提供清真食品，目標是在各大社區供應清真餐單，讓廣大社群享用美食。

港企如有意進軍這個不斷增長的市場，亦可參考馬來西亞的成功經驗。該國擁有完善規管制度和全面生態系統，走在清真標準和認證的前沿，並以優質的清真產品和服務聞名於世。

馬來西亞駐香港領事館馬來西亞對外貿易發展局商務專員Yazrin Syakhairi Mahlan解釋，清真並非宗教信仰，而是一種生活方式，涵蓋食品、時裝和藥物等不同範疇。他亦指出，清真供應鏈有部分環節和節點由非穆斯林國家主導，例如巴西是全球最大的清真認證肉類出口國。

他表示，訪港穆斯林旅客人數在疫後旅遊熱潮下增加，有見及此，香港旅遊發

展局的「你好，香港！」活動設有專頁以示歡迎，並提供清真旅遊資訊和建議。

Mahlan亦表示，根據《香港與東盟自由貿易協定》，現有98%產品免徵關稅，有助雙方商界把握清真市場的龐大機遇。

此外，馬來西亞國際清真展（MIHAS 2023）將於9月12至15日假吉隆坡舉行，為國際和本地企業提供平台，推廣廣泛服務和產品，包括藥品、醫療設備、金融、時尚、個人護理和美妝、綠色科技以及旅遊等。MIHAS去年吸引了逾3萬名賣家和訪客，貿易總額超過5.13億美元。

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# The Italian Connection

## 聯繫意大利



Besides offering language courses, the Dante Alighieri Society seeks to promote Italian culture in Hong Kong through various cultural events, from cooking classes to opera nights

香港但丁協會除了提供語言課程，亦舉辦各式各樣的文化活動，例如烹飪班和歌劇之夜，致力在香港推廣意大利文化

**With a presence in more than 60 countries, the Dante Alighieri Society was founded in 1889 with the mission of promoting the country's language and culture worldwide. Its Hong Kong branch was established in 1934 as a charitable institution, linking the city to the heart of Rome.**

The organization is different from traditional language

schools in that it emphasizes on connecting its students with Italian culture and businesses while teaching language skills. "Italy is a significant trading partner of Hong Kong, specializing in luxury goods, textiles and machinery. There are many professionals who are interested in doing business with Italian companies and may need to learn the

language for communication purposes," said Bruno Feltracco, President of the Dante Alighieri Society in Hong Kong.

To that end, the institution provides a range of customized language courses and interactive workshops. For example, it collaborated with the Italian Trade Commission last year on a series of Italian

language courses that offered oenophiles and wine experts insights into the country's wine culture. "Participants learned pronunciation, essential vocabulary and expressions about their favourite wines through fun games and activities," Feltracco explained.

It also organizes various social events to disseminate Italian culture. Last year,



the organization ventured into opera production with "Il Segreto di Susanna," an intermezzo in one act by Ermanno Wolf-Ferrari, a famous concert piece that premiered in 1909.

"We had a great time working together with the Asia Society to bring this opera to Hong Kong for the first time," said Feltracco. "After the success of the first edition, we are now planning more cultural activities, such as cooking classes led by top-award winning chefs."

The institution is working to raise the profile of its brand in Hong Kong through a series of digital marketing campaigns, and is looking to establish collaborations with local partners to provide specialized workshops relevant to different sectors, such as fashion, design, food and beverage, etc.

"This is one of the reasons why we joined the HKGCC. We believe that our Chamber membership will bring new collaboration opportunities with local and international partners, and help us realize our business potential," Feltracco said, adding that the team will continue to focus on quality services and customer satisfaction to maintain its reputation and attract new customers through word-of-mouth.



Last year, the organization collaborated with the Asia Society to put on the opera 'Il Segreto di Susanna,' a famous concert piece from 1909.

協會去年與亞洲協會合作，在香港呈獻於 1909 年首演的著名歌劇《蘇珊娜的秘密》。

但丁協會於 1889 年創辦，致力向世界各地推廣意大利的語言文化，現時在全球超過 60 個國家設有辦事處。香港分會於 1934 年成立，作為慈善機構，宗旨之一是推動香港與羅馬的交流合作。

有別於傳統的語言學校，該協會教授語言技巧之餘，同時強調要促進學生與意大利文化和商界的聯繫。香港但丁協會主席 Bruno Feltracco 表示：「意大利是香港重要的貿易夥伴，專門製作奢侈品、紡織品和機器。不少專業人士有意與意大利企業合作，因此可能需要學習當地語言，方便溝通。」

有見及此，該協會提供廣泛的語言課程和互動工作坊。例如，協會去年與 Italian Trade Commission 合辦一系列意大利語課程，讓愛酒之人和葡萄酒

專家了解該國的葡萄酒文化。Feltracco 解釋：「參加者透過有趣的遊戲和活動，學習有關葡萄酒的基本詞彙、發音和表達方式。」

協會亦不時舉辦社交活動，推廣意大利文化，例如去年籌演著名獨幕歌劇《蘇珊娜的秘密》；該劇於 1909 年首演，是作曲家 Ermanno Wolf-Ferrari 創作的幕間劇。

Feltracco 表示：「我們很高興與亞洲協會合作，首次在香港呈獻這部歌劇，演出大獲好評。我們現正籌備更多文化活動，

例如由頂級得獎名廚主持的烹飪班。」

協會亦正透過一連串的數碼市場推廣活動，積極提升在香港的知名度，又計劃與本地夥伴合作，舉辦更多有關時尚、設計、餐飲等不同領域的專業工作坊。

Feltracco 說：「這是我們加入總商會的原因之一。相信總商會會員的身分，可帶來與本地和國際夥伴合作的新契機，有助我們拓展業務潛力。」他補充，團隊將繼續專注提供優質服務，滿足消費者需求，透過建立口碑鞏固商譽，同時吸引新客戶。

Company: Dante Alighieri Society Ltd

公司名稱：香港但丁協會

HKGCC Membership No. 總商會會員編號：HKD0820

Established 創辦年份：1934

Website 網站：<https://ladante.cc/>

# On the Fast Track to a Green Hong Kong

## 全速邁向綠色香港



Automobile company JC Motor Ltd is promoting the use of electric cars to make transport emission-free, in line with Hong Kong's goal to achieve carbon neutrality by 2050

聯大汽車有限公司積極推動使用電動車，以達致運輸界別零排放，協助香港在 2050 年前實現碳中和

**Transport emissions make a significant contribution to Hong Kong's total carbon emissions, representing around 20% of the total. Given the goal to achieve carbon neutrality before 2050, it is important for the Government and private sectors to work together to promote the adoption of green transport options, such as electric vehicles.**

JC Motor, established in 2011, is an automobile company based in Hong Kong that initially focused on trading new and pre-owned cars imported from Europe and Japan. After years of expansion, the company is now the exclusive distributor of EVs (passenger vehicles) from the Chinese company BYD.

"We are dedicated to helping fight against global climate change by promoting the use of electric cars, and making transport emission-free in Hong Kong," said Raymond Cheung, CEO of JC Motor.

However, being a pioneer is not an easy task. "In Hong Kong, the number of newly registered EVs has risen in recent years, but the number of EV charging stations is currently insufficient to support the rapid growth, partly due to the lack of space for the installation of those facilities," Cheung explained. "Another challenge is the difficulty

in hiring appropriate staff for various departments, as well as to manage and maintain the EV charging infrastructure."

Despite the obstacles, Cheung believes that with the collaboration of the Government and private sectors in supporting the development of the EV



market, we can ultimately achieve a sustainable and green future for Hong Kong.

"This is one of the reasons why we joined HKGCC," said Cheung. "Being the voice of business, the Chamber provides a platform for us to engage in dialogue with Government officials. In addition, we would like to promote our sustainable practices to different sectors through HKGCC's diverse membership database."

Looking ahead, JC Motor will continue to focus on customer satisfaction. "Building a strong reputation and fostering customer loyalty requires excellent customer care. Our business can then benefit from positive word-of-mouth referrals from satisfied clients to attract new clients and grow," said Cheung.

Cheung added that the company will be expanding from one showroom to five this year, including two 4S stores, which will reach a wider customer base and provide better access to BYD EV products and services.



**“We are dedicated to helping fight against global climate change by promoting the use of electric cars, and making transport emission-free in Hong Kong”**

**「我們致力協助香港應對全球氣候變化，透過推廣使用電動車，為達成運輸界別零排放的目標出一分力。」**

— Raymond Cheung, CEO of JC Motor

—— 張景榮 聯大汽車行政總裁

交通運輸是碳排放的主要來源之一，佔香港碳排放總量約 20%。要在 2050 年前實現碳中和的目標，政府與私營界別必須攜手合作，推廣電動車等綠色運輸方案。

聯大汽車於 2011 年在香港成立，起初主要從事全新和二手的歐洲及日本進口汽車貿易。該公司在過去多年不斷擴展業務，現為中國品牌比亞迪電動客車的獨家總代理。

聯大汽車行政總裁張景榮表示：「我們致力協助香港應對全球氣候變化，透過推廣使用電動車，為達成運輸界別零排放的目標出一分力。」

不過，市場先驅並不易當。他解釋：「近年本港新登記電動車的數目急升，但電動車充電站並不足夠，部分原因是缺乏空間安裝有關設施。其他挑戰包括各部門難以招聘合適的員工，以及電動車充電基建的管理和維修保養。」

儘管困難重重，張景榮認為政府和私營界別合力支持電動車市場發展，將有助香港建設可持續的綠色未來。

他說：「這正是我們加入總商會的原因之一。總商會作為商界之聲，為我們提供與政府官員對話的平台。此外，總商會擁有廣泛的會員網絡，我們希望藉此向各行各業推廣可持續營運模式。」

展望未來，聯大汽車將繼續着力提升客戶滿意度。張景榮表示：「提供優質客戶服務有助我們建立良好聲譽、提高客戶忠誠度，也可達至口耳相傳的推廣效果，吸引新客戶，從而促進業務增長。」

他補充，該公司現設有一間陳列室，今年內將增至五間，其中兩間為 4S 店（集銷售、零件、售後服務及資訊服務於一身），藉以擴大客戶群，同時便利客戶了解比亞迪電動車產品和服務。

Company: JC Motor Ltd

公司名稱：聯大汽車有限公司

HKGCC Membership No. 總商會會員編號：HKJ0314

Established 創辦年份：2011

Website 網站：www.bydhongkong.com

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# GBA: Embracing E-Payments

## 大灣區見證數碼支付轉型與演變

Already a significant economy by international standards, the Greater Bay Area is becoming a proving ground for the transformation in digital payments  
以國際標準而言，大灣區本身就是龐大的經濟體，  
能為數碼支付轉型提供良好的試驗場

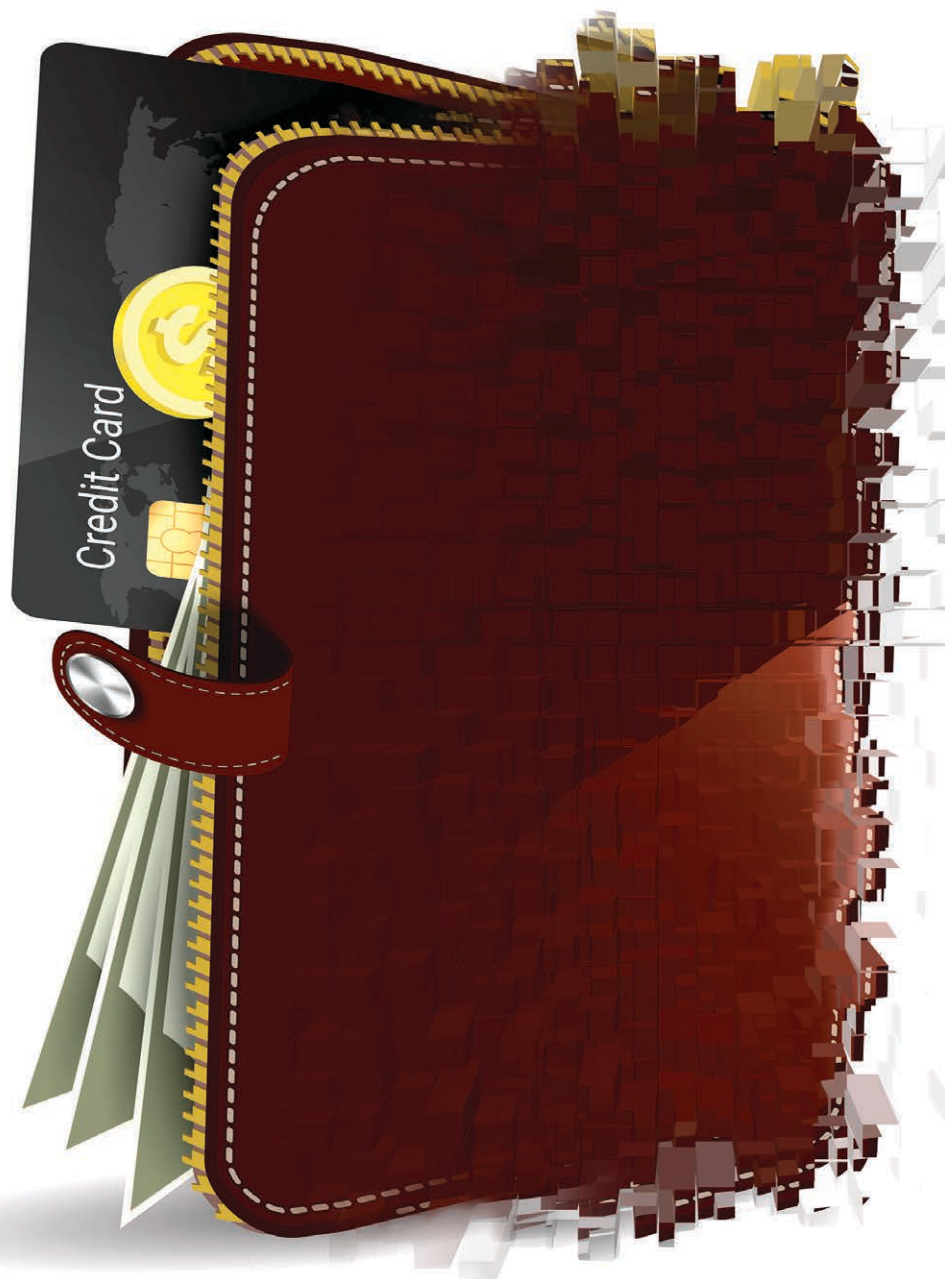
**China's reopening has restored connections across the Greater Bay Area (GBA) and reinvigorated economic activity across the region. However, as businesses look to capture these new opportunities, they are facing a much-changed environment.**

The Covid-19 pandemic altered the way businesses interact with their customers. In every industry, we saw an unmistakable acceleration of digitalization, a surge of new technologies and innovations, and a shift in business strategies.

The pandemic may be behind us, but these changes are here to stay. In a 2022 study of consumer trends, we found that 76% of Mainland GBA consumers are now comfortable with digital payments, up from 67% in a similar survey year-on-year. More than two-thirds of Hong Kong consumers (68%) are comfortable paying digitally.

More business payments have moved online, too. For companies across the GBA, digital payments are now an essential part of business. Just as consumers expect to pay through their smartphones, suppliers and business partners are looking for payment in real time.

This shift to digital commerce also creates business opportunities. It allows companies in Guangdong, Hong Kong and Macau to reach new domestic and international markets, introduce new operational





efficiencies, and improve margins by going direct to consumers, rather than relying on wholesalers and intermediaries. The GBA is the right environment to demonstrate just how powerful this opportunity can be.

### Starting Local, Going Global

The GBA itself is already a substantial economy by global standards, with a population of over 86 million, a GDP of close to US\$2 trillion and strong policy support for closer economic connectivity. But this area of China also operates with three different legal and regulatory systems – as well as three currencies. That makes it the perfect launchpad for companies looking to grow through cross-border e-commerce: firms can assess marketing strategies and operational processes in a familiar environment before taking their products to the global market. There are other advantages to using the GBA as a testbed. In this highly connected economy, contactless digital payments are the norm – not just with credit cards but with a whole host of QR gateways and digital wallets. It is already the main hub for domestic and cross-border e-commerce in China, with pilot areas designated by the central government. According to official data, Guangdong accounts for 23% of China's online consumer goods sales, by far the largest

of any province. Cross-border e-commerce trade value has increased by more than 40 times since 2015.

Underlying this growth, the GBA has the infrastructure to support the continuing shift to a truly digital economy. Household broadband penetration in Hong Kong is 99.5% while mobile subscriptions far outnumber residents, according to the Office of the Communications Authority. Likewise, the GBA is one of China's most digital regions. Shenzhen alone has 64,000 5G base stations, with another 10,000 set for deployment this year.

### Digital Benefits

As more sales migrate online, the digitalization of banking and payment services will unlock greater upsides for businesses. Central to this is providing access to new markets and new growth. IMF data from 2019 suggested that firms engaged in e-commerce globally export 40% more than those which are not, with this figure rising to 50% in Asia. These numbers have certainly risen through the pandemic.

In addition to reaching new retail and commercial buyers, the rise of digital payments allows companies to create new efficiencies. Digital solutions improve the customer experience and can help boost sales, for example by integrating financial services like buy-now-pay-later functions.



Behind the scenes, digitalization reduces the cost of processing, reconciling and collecting on invoices, and allows the centralisation and automation of treasury functions. Companies can also use data from these digital payment flows to identify further sales opportunities or enhance their services, as well as to predict their cash flows more accurately.

Beyond the customer-facing advantages, digital payments infrastructure has significant benefits for risk management. In a 2022 survey of Hong Kong businesses looking to expand in the GBA, companies identified a lack of familiarity with legal or regulatory norms in the Mainland and customer credit risks among the top three challenges. Digital wallets and secure payments networks help overcome major hurdles for companies with international ambitions.

Digital wallets outsource complex regulatory checks and settlement processes on cross-border and cross-currency payments to a

specialist. For smaller companies, this lifts the burden of compliance processes, allowing them to focus on growth, while the use of Application Programming Interfaces (APIs), which serve as encrypted communication portals for data and financial information, can alleviate customer credit concerns through automated credit scores or balance checks.

### Building a New Normal

With the cross-border B2B e-commerce market in China due to grow almost four-fold by 2025 compared with pre-pandemic times, embracing digitalization will help businesses in the GBA prepare for international growth – and the future. The same tools can help them sell via e-commerce platforms in places from Singapore to Seattle. Companies can now enjoy faster payments and more efficient cash flows, as well as access to new sales channels and global markets. The era of digital wallets is here and the GBA will be the proving ground.

內地通關恢復了粵港澳大灣區內的連繫，區內經濟活動重拾動力，各行各業無不盼望把握這些新機遇，然而眼前環境卻已出現了莫大變化。

疫情改變了企業與客戶之間的互動方式，不少行業正經歷着數碼化進程加速、新科技和創新發明接連湧現，以及業務策略的調整。

儘管疫情現已結束，這些轉變將會持續下去。去年一項有關消費趨勢的研究顯示，76%的內地大灣區消費者接受使用數碼支付，較前一年的67%有所增加；至於香港，則有超過三分之二（68%）的消費者樂於使用相關方式。

同時，更多商務支付已轉移至網上進行。對於大灣區企業而言，隨着愈來愈多消費者期望可以使用智能電話付款，供應商及業務夥伴也希望款項可以即時到賬，數碼支付已成為業務不可或缺的部分。

數碼商貿成為趨勢，造就了不少商機，有助廣東、香港及澳門的企業開拓全新的本地及國際市場，締造新的營運效益，並且得以直接面對客戶，無需倚賴批發商和中介公司，從而提升本身的邊際利潤。大灣區正是展現種種巨大商機的理想環境。

### 本地起步，走向國際

大灣區人口超過8,600萬，本地生產總值接近2萬億美元，加上強而有力的政策支持，推動區內的經濟連繫。大灣區本身就是一個龐大的經濟體，區內奉行三種不同的監管制度及流通貨幣，正是最理想的起步點，方便企業透過跨境電子商貿，實現業務增長。企業於全球市場推出產品前，亦可在熟悉的環境測試其市場推廣策略和運作流程。

利用大灣區作為試點，還有其他優勢。在這個貫通四方的經濟體中，非接觸式數碼支付已成大勢——當中不限於信用卡，還包括各式各樣的二維碼支付方案及電子錢包。大灣區早已是內地跨境電子商貿的主要樞紐，設有中央指定的試驗區。根據官方數據，廣東佔內地網上消費品銷售的23%，冠絕其他省份。自2015年起，跨境電子商貿的交易額更已增長超過40倍。



上述增長背後，得力於大灣區良好的基礎設施，足可支持其繼續轉型至更成熟的數碼經濟。香港通訊事務管理局辦公室的資料顯示，本地住戶寬頻滲透率高達99.5%，而流動服務用戶數目更遠超住宅用戶數目。同樣，大灣區是中國境內數碼化最普及的地區，單在深圳就有64,000個5G基站，預計今年內會額外架設10,000個基站。

### 數碼優勢

隨着愈來愈多銷售轉移到網上進行，銀行及支付服務數碼化將為企業帶來更大優勢，其中最重要的一環是開拓新市場、創造新增長。國際貨幣基金組織2019年的數據顯示，採用電子商貿的企業所佔的全球出口量，較沒有採用電子商貿的企業高出40%，而在亞洲，差異更高達50%。在

疫情期間，電子商貿的增長顯而易見。

除了接觸新的零售買家和商業買家外，數碼支付的興起還有助公司締造新的效益。嶄新的數碼方案能提升客戶體驗，如加入先買後付等金融服務，助電商促進銷情。

數碼化更可節省處理、核對和收集發票的成本，有助庫務管理的集中和自動化。公司亦可善用來自數碼支付流程的數據，識別進一步的銷售機會或提升服務水平，以及更精準預測其現金流。

在客戶層面的優勢以外，電子支付基建對風險管理亦大有助益。根據去年一項有關港企開拓大灣區內銷市場的調查，部分有意進駐大灣區的香港企業認為，當前面對的三大挑戰包括不熟悉內地法律或監管規範，以及客戶信用風險。電子錢包及安全支付網絡興起，有助這些放眼國際的企業克服部分主要障礙。

對於規模較小的公司而言，使用電子錢包可將跨境跨幣支付的複雜監管查核和結算流程，轉嫁至電子錢包營運商，方便企業專心實現增長。與此同時，透過善用應用程式界面（API），進行自動化檢查信用評分或結餘，從而消除客戶信用的疑慮。

### 建立新常態

內地的跨境B2B電子商貿市場將於2025年較疫情前增長近四倍，數碼轉型將有助大灣區企業拓展國際版圖，藉著電子商貿平台打破地域限制，接通世界各地市場，把握未來機遇。

現時企業享有更快的支付速度和更高效的現金流，亦可開拓新的銷售渠道和全球市場。電子錢包的世代已經降臨，大灣區勢將見證這個巨大演變。

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# Challenges in Outbound Personal Data Transfer

With China robustly enforcing data privacy rules, companies should understand the stringent mechanisms involved in transferring personal data out of the Mainland

**Companies in Hong Kong and overseas doing business in or with China are busy working to obtain Chinese Government approval for outbound personal data transfer so that their Mainland affiliates can continue to share customer and employee data.**

China has detailed rules on the permissible mechanisms for data transfer, and companies across different industries need to thoroughly evaluate their data export activities to ensure compliance. The penalties for non-compliance are hefty: criminal and civil liabilities, 5% of turnover of the previous year, and personal liability, as shown in the latest round of punishment decisions.

The data transfer mechanisms include Government approval (security assessment); certification by a professional institution; entering into a standard contract (Chinese SCCs) prescribed by the Government with the overseas recipient; and other permissible mechanisms, such as the cross-border data transfer mechanism within the Greater Bay Area being discussed between the Central Government and the HKSAR Government.

## Implementation Challenges

Businesses in Hong Kong and overseas have been facing difficulties in adopting these measures, some of which are explained below.

### 1. Consent of individuals is not sufficient for outbound transfer

According to the China Cybersecurity Law (CSL), Data Security Law (DSL) and Personal Information Protection Law (PIPL), outbound data transfer requires prior Government approval. Even in cases where approval is not needed, outbound data transfer must be by way of the other two mechanisms set out in the law, i.e. obtaining certification that the outbound transfer may proceed, or signing Chinese SCCs. The consent of the data subject alone is not sufficient. This is very different from outbound

personal data transfer in Europe, the United States and other jurisdictions.

To ensure full compliance, companies may familiarize themselves with the requirements (a report on the three mechanisms can be obtained at [www.tiangandpartners.com](http://www.tiangandpartners.com)).

### 2. Companies may not get to choose mechanisms for outbound transfer

Government approval is mandatory under the following circumstances:

- A critical information infrastructure operator (CIIO) transfers personal data out of China



Chiang Ling Li, Partner, Tiang & Partners  
程偉賓律師事務所合夥人李江陵



# 出境個人數據的挑戰

中國堅定執行數據私隱規定，企業宜了解從內地出境個人數據涉及的嚴格機制

(critical information infrastructures are broadly defined as important network facilities and information systems in the industries of public communication and information services, energy, transportation, water conservancy, finance, public services, e-government, national defence, science and technology as well as those that may seriously endanger national security, national economy and the people's livelihood, and

public interests in case of damage, loss of function or data leakage);

- A company which processes personal information of one million people or above;
- A company (including one that is not a CII) transfers "important data" out of Mainland China (Important data is broadly defined as data that may endanger national security, economic operation, social stability, public health, and safety once tampered with, destroyed, leaked, or illegally obtained or used);

- A company which has, since 1 January of the preceding year, cumulatively provided personal information of 100,000 individuals or sensitive personal information of 10,000 individuals out of China.

Businesses should thoroughly map their data to see whether it meets the threshold for Government approval. If it does, they need to apply for approval (with impact assessment reports). If it does not, they may proceed with the certification or Chinese SCCs mechanism (also with impact assessment report). (Usually companies do not opt for the certification mechanism as it involves the certification organization conducting on-site inspections, including into the companies' data systems.)

### 3. Industry specific requirements companies must comply with

There are regulations for different industries that set out other legal requirements. For example, regulations in human genetic resources require that clinical trial data must be uploaded onto the regulator's platform prior to outbound transfer.

In the area of vehicle data (personal data and important data in relation to the process of automobile design, production, sales, use, operation, maintenance, etc.), geographical information and vehicle external video and image data have been categorized as important data that would require Government approval. Processing important vehicle data requires prior record with the Chinese regulator of annual vehicle data security management forecast. If an individual requests deletion of vehicle data, the company must do so within 10 working days. Prior Government approval is needed to add/update automatic driving functions through online and other software upgrades.

In regard to data generated by medical devices, hospitals and clinics must conduct comprehensive reviews annually of data, update data security management systems, and conduct data security risk assessment.

In these cases, companies should comply with all relevant standards and industry specific requirements.

#### **4. Outbound personal data transfer must meet the necessity requirement**

Companies need to justify that the outbound transfer is necessary, otherwise, it would be denied. For example, if bank account information of Chinese employees does not need to be sent to Hong Kong because the salaries are paid in the Mainland, companies may

consider not including such data in outbound transfer.

#### **5. Impact assessment for outbound transfer must be conducted**

Impact assessment covers the data to be transferred and the necessity of the transfer; the overseas recipient; the sufficiency of legal protection provided by the contract with the overseas recipient; and risk of data leakage. The impact assessment report, which must be submitted to the Chinese regulator, should be prepared according to the style given by the Chinese regulator.

Companies may wish to coordinate internally and externally to prepare impact assessment. The report should be kept for at least three years.

#### **6. Separate consents must be obtained otherwise outbound transfer would be denied**

Notice should be given to the individual of the name and contact details of the overseas recipient, purpose and method of processing, type of personal information, and the process for how the individual may exercise his/her rights. The individual must give proper, informed, unbundled consent (Separate Consent) prior to the outbound transfer.

Companies may wish to prepare China law – compliant privacy policies, notice and consents, and explain them to individual employees and customers, as well as document the consents from the individuals.

#### **在中國內地經營或與當地經商的香港及海外企業正忙於就個人數據出境取得內地政府的審批，以便國內的附屬公司能繼續分享客戶及僱員數據。**

國內個人數據出境的機制有詳細的規定，各行各業的香港及外國公司需要徹底評估其數據出境活動，確保合規。最新一輪判決顯示，違規處罰十分嚴厲，包括刑事和民事責任、處以上一年營業額的 5% 罰款，以及個人責任。

國內數據出境機制涵蓋：政府審批（通過安全評估）；經專業機構進行認證；與境外接收方簽訂中國監管機構制定的標準合同；以及其他法規允許的機制，例如中央政府與香港特區政府正在討論的大灣區內跨境資料轉移機制。

#### **實施挑戰**

香港和海外企業在採取這些措施時，一直遇到不少挑戰，概述如下：

##### **1. 個人同意不足以符合資料出境要求**

根據《網路安全法》、《數據安全法》和《個人信息保護法》，將某些個人數據出境必須事先獲得中國政府批准。即使在不需要中國政府批准的情況下，從中國出境的個人數據也必須通過法律規定的其他兩種機制，即認證或簽署標準合同，僅有個人的同意並不足夠。這與歐洲、美國和其他司法管轄區的個人數據出境轉移有很大的差異。

企業應熟悉中國的數據要求，確保完全合規。有關機制詳情，可瀏覽網站：[www.tiangandpartners.com](http://www.tiangandpartners.com)。

##### **2. 企業往往無法選擇資料出境的機制**

下列情況必須獲得政府批准方可出境個人數據：



Hong Kong General Chamber of Commerce  
香港總商會1861

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■ 關鍵信息基礎設施營運商將個人數據出境（「關鍵信息基礎設施」是指涉及公共通信和信息服務、能源、交通、水利、金融、公共服務、電子政務、國防科技工業等行業和領域，以及其他一旦遭到破壞、喪失功能或數據洩露，可能嚴重危害國家安全、國計民生、公共利益的重要網路設施、信息系統等）；

■ 處理 100 萬人或以上個人信息的公司將個人數據出境；

■ 企業（包括非關鍵信息基礎設施營運商）將重要數據出境（「重要數據」是指一旦遭到篡改、破壞、洩露或非法獲取、非法利用等，可能危害國家安全、經濟運作、社會穩定、公共健康和安全的資料）；

■ 自去年 1 月 1 日起累計向境外提供 10 萬人的個人信息或 1 萬人的敏感個人信息的公司，向境外提供個人信息。

企業需要檢視其數據，以確定是否達到審批的門檻。如達到門檻，則要提交評估報告，以作審批。如未達到門檻，則可進行認證或簽署標準合同（也要提交評估報告）。（通常企業不會選擇認證機制，因其涉及認證機構進行現場檢查，包括對公司數據系統的檢查。）

### 3. 企業必須遵守行業特定要求

不同行業還有特定的法律要求。例如，人類遺傳資源方面的法規要求臨床試驗數據在轉移到境外之前必須上傳到監管機構的平台。

在車輛數據方面（與汽車設計、生產、銷售、使用、運作、保養等過程有關的個人數據和重要數據），地理資訊、車輛外部錄像圖像數據等被歸類為重要數據，需要審批才能出境。處理重要車輛數據需要事先向中國監管機構

備案年度車輛數據安全管理預測。此外，如果個人要求刪除車輛數據，公司必須在 10 個工作天內刪除。通過網上和其他軟件升級來添加或更新自動駕駛功能，必須事先獲得政府批准。

對於醫療器械產生的數據，醫院和診所必須每年對其數據進行全面審核，更新數據安全管理制度，並進行數據安全風險評估。

企業應確保遵守所有相關的標準和行業特定要求。

### 4. 出境個人資料必須符合所要求

企業需要證明有必要出境數據，否則將被拒絕受理。例如，中國員工的工資是在內地支付的話，則毋需將該員工的銀行賬戶信息發送到香港，企業可考慮在數據出境時不包含該信息。

### 5. 數據出境必須先進行影響評估

影響評估涵蓋擬出境數據及出境的必要性、境外接收方、與海外接收方簽訂的合同提供的法律保護是否充分，以及數據洩露的風險。影響評估報告須提交予中國監管機構，並應按照中國監管機構訂明的格式編寫。

企業不妨進行內外協調，擬備影響評估，報告應保存至少三年。

### 6. 必須獲得單獨同意，否則資料出境將被拒絕

個人應獲告知以下信息：境外接收方的名稱及聯絡方式、處理目的和方式、個人信息種類，以及個人向境外接收方行使其權利的方式和程序。在數據出境之前，必須取得個人的單獨同意。

企業不妨準備合規的隱私政策及單獨同意書，向員工和客戶解釋，並記錄個人的同意。



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## China Committee 中國委員會

Guo Zhouming, Deputy Director of the Department of Commerce of Inner Mongolia Autonomous Region, led a delegation to the Chamber on 31 July, where they were received by Edmond Yew, Vice Chairman of the China Committee.

Guo said there were over 100 Hong Kong-based companies among the million-dollar enterprises in Inner Mongolia which mainly focus on the energy and hospitality industries. He added that Inner Mongolia will also host the fourth China-Mongolia Expo in Hohhot from 6-10 September to promote high-quality development, and invited the Chamber to attend the exhibition to explore business opportunities. In October, a delegation will visit Hong Kong to promote investment.



內蒙古自治區商務廳副廳長郭周明於7月31日率團到訪總商會，由中國委員會副主席姚逸明接待。

郭周明表示，內蒙古的百萬美元級企業當中有100多家港企，主要從事能源和酒店業。他補充，內蒙古將於9月6至10日在呼和浩特市舉辦第四屆中蒙博覽會，推動高質量發展，並邀請總商會會員出席，探索商機。此外，內蒙古代表團將於10月來港推廣投資。

Edmond Yew, China Committee Vice Chairman, represented the Chamber at “2023 Xuzhou – Hong Kong Investment Promotion”, a seminar on 1 August hosted by Song Lewei, Secretary General of the Xuzhou Municipal Committee of the Communist Party of China in Hong Kong. The two economies enjoy cooperation in various areas including trade, culture and technology, with Hong Kong enterprises investing over US\$15 billion in Xuzhou in the past two decades. During the seminar, 25 deals were signed with a total agreed investment of RMB 29.4 billion. The implementation of these major projects will serve to boost high-quality development in Xuzhou, is one of the core cities of the Huaihai Economic Zone.

徐州市委書記宋樂偉於8月1日主持在香港舉行的「2023中國徐州（香港）投資推介會」，由中國委員會副主席姚逸明代表總商會出席。徐州是淮海經濟區的中心城市之一，而徐港兩地在貿易、文化和科技等不同領域皆有合作，港企對徐州的投資在過去20年超過150億美元。會上進行了25個項目的簽約儀式，協議投資總額達到人民幣294億元，落實這些大型項目將有助當地邁向高質量發展。

A business symposium on the theme “unleashing the impetus for Hong Kong’s greater prosperity” threw plenty of light on the city’s future and plans to boost economic growth. The event, held on 2 August, was organized by the Hong Kong Trade Development Council with seven chambers of commerce including the HKGCC.

It was attended by Chief Executive John Lee, Finance Secretary Paul Chan, Zheng Yanxiang, the director of the central government’s liaison office, other top officials, as well as the Chamber’s Deputy Chairman Agnes Chan and CEO Patrick Yeung.

In his speech, the Chief Executive highlighted the 33 bilateral deals Hong Kong inked with Singapore, Indonesia and Malaysia recently, and revealed plans for more international missions in the future.

Speakers at the conference included the Chamber Vice Chairman Guy Bradley, who discussed the development of Hong Kong’s aviation industry, as well as how Swire is supporting the city’s growth. Other topics included the banking and financial industry’s efforts to tap the GBA market and HSBC’s plans to promote cross-border banking and green finance, on which General Committee member David Liao shared his expertise.

香港貿易發展局聯同七大商會（包括總商會）於8月2日舉辦「激發香港『興』的動能座談會」，探討香港未來發展及推動經濟增長的計劃。

行政長官李家超、財政司司長陳茂波及中聯辦主任鄭雁雄等高官應邀出席，總商會常務副主席陳瑞娟和總裁楊偉添亦有與會。

特首致辭時指出，香港最近與新加坡、印尼和馬來西亞簽署33項雙邊協定，而他未來將繼續率領代表團出訪世界各地。

會上，總商會副主席白德利討論香港航空業發展，以及太古集團促進本港發展的工作；理事廖宜建則講解銀行和金融業如何拓展大灣區市場，以及滙豐推廣跨境金融和綠色金融的計劃。





Cai Chaolin, Vice Mayor of Guizhou, hosted a symposium on Guizhou-Hong Kong Economic, Trade, Cultural and Tourism Cooperation in Hong Kong on 7 August. China Committee Vice Chairman Edmond Yew attended the conference, which focused on Guizhou's economic development and policy opportunities, as well as the advantages of doing business with local enterprises.

貴州省副省長蔡朝林於8月7日主持「貴州—香港經貿文旅合作座談會」，介紹貴州的經濟發展、政策機遇及與當地企業營商的好處。中國委員會副主席姚逸明代表總商會出席。

China's data privacy laws dictate that businesses must follow stringent mechanisms for outbound transfer of data, which can be challenging to implement. At a business luncheon on 8 August, Chiang Ling Li, Partner at Tiang & Partners, explained to members the latest regulations for transferring data out of China to their offices in Hong Kong or overseas. To keep from inadvertently breaking the law and to ensure compliance, companies must thoroughly evaluate their data export activities and act cautiously, as harsh penalties can be imposed for non-compliance. Marco Gander, APAC Data Privacy at LGT Bank, and Shawn Xiaosheng Li, Director Global Privacy GCA at Adidas, also shared their views on the topic.

中國的數據私隱法例要求企業遵循嚴格的數據跨境傳輸機制，企業在執行時或會遇到困難。在8月8日的商務午餐會，程偉賓律師事務所合夥人李江陵向會員講解從中國傳輸數據至香港和外國辦事處的最新規定。為免不慎觸犯法例而受到嚴懲，企業必須徹底評估其數據出境活動及審慎行事，以滿足合規要求。LGT 皇家銀行亞太地區數據保障主管 Marco Gander 和愛迪達中國區資料隱私官 Shawn Xiaosheng Li 亦就這個議題分享見解。



China Committee Vice Chairman Felix Lee represented the Chamber at the Zhuhai Doumen District Hong Kong Tourism Promotion Investment Seminar on 10 August. The session was hosted by Su Hu, Party Secretary of Doumen District. Discussing Doumen's tourism resources, Deputy District Chief Wang Yuchen said Hong Kong was the largest source of foreign investment, which was about US\$754 million in 2022. He also said the "Self-Drive Scheme" initiative had provided new opportunities for exchange and cooperation between the two economies. In 2022, Doumen ranked first in terms of GDP growth rate, fixed asset investment, and average industrial investment growth rate in the entire city. In the first half of 2023, the district achieved a year-on-year growth rate of 6.9%, taking the crown for Zhuhai's GDP growth rate.

中國委員會副主席李家聰於8月10日代表總商會出席「珠海市斗門區2023年香港招商旅遊推介會」。是次活動由珠海市斗門區委書記蘇虎主持，副區長王雨晨介紹區內旅遊資源，並指出香港是斗門最大的外資來源地，2022年的投資額約為7.54億美元。他亦表示「自駕遊」計劃為兩地交流合作帶來新機遇。2022年，斗門區的本地生產總值增速、固定資產投資和工業投資平均增速均位居全市首名。斗門區經濟在今年上半年按年增長6.9%，榮登珠海全市經濟增幅首位。

Feng Yaqiang, Director of the United Front Work Department of Xingtai, Hebei Province, visited the Chamber on 11 August. The delegation, which included Wang Gencai, Secretary of CPC Xingtai Municipal Party Committee, Federation of Industry and Commerce, was met by CEO Patrick Yeung and Edmond Yue, General Committee member and Co-convenor of the Belt and Road Working Group.

At the meeting, the Chamber signed a Memorandum of Understanding with the Xingtai Municipal Federation of Industry and Commerce to promote cooperation and deepen ties between the two sides. With 17 provincial-level economic development zones, Hebei ranks 18<sup>th</sup> in terms of optimized business environment in China.

Liu Aijun, Director of Neiqiu Investment Promotion Service Center, also shared the latest developments in the traditional Chinese medicine (TCM) industry. The province, which has 16 provincial-level manufacturing bases that produce medicinal materials, is widely regarded as the birthplace of Chinese medicine.



河北省邢台市委統戰部部長馮亞強及邢台市委工商聯黨組書記王根才一行於8月11日到訪總商會，由總裁楊偉添及理事兼一帶一路工作小組共同召集人余國賢接待。

會上，總商會與邢台市工商業聯合會簽訂合作備忘錄，以促進雙方合作及加深聯繫。河北共有17個省級經濟開發區，營商環境排名全國第18位。

此外，內丘縣投資促進服務中心主任劉愛軍分享中醫藥產業的最新發展。該縣設有16個省級中藥材製造基地，被視為中醫藥的發源地。



To mark the 20<sup>th</sup> anniversary of CEPA (Mainland and Hong Kong Closer Economic Partnership Arrangement), the Chamber jointly organized a roundtable luncheon with five other chambers of commerce on 14 August. The event was attended by Algernon Yau, Secretary for Commerce and Economic Development, and Anson Lai, Deputy Director-General of Trade and Industry Department. Deputy Chairman Agnes Chan, HKGCC Legislative Council Representative Jeffrey Lam, CEO Patrick Yeung, and Felix Lee, Vice Chairman of the China Committee, represented the Chamber. Topics of discussion included Hong Kong's development, economic cooperation with the ASEAN region, strengthening CEPA, and promoting the development of the Greater Bay Area and the Belt and Road initiative.

為慶祝《內地與香港關於建立更緊密經貿關係的安排》（CEPA）簽訂20周年，總商會於8月14日聯同其他五間商會合辦午餐會，商務及經濟發展局局長丘應樺及工業貿易署副署長黎日正應邀出席，總商會常務副主席陳瑞娟、立法會代表林健鋒、總裁楊偉添和中國委員會副主席李家聰亦有與會。會上討論的議題包括本港未來發展、與東盟地區的經濟合作、加強CEPA及推動大灣區和「一帶一路」倡議的發展。

Beijing Fazheng Industry Group Vice President & CEO Pan Jun and Director of International Affairs Lin Yao, visited the Chamber on 16 August, where they were welcomed by Felix Lee, Vice Chairman of the China Committee.

Sharing updates on the development of the education sector in the Mainland, Pan said the Fazheng Group was striving to provide pupils with international quality education, such as organizing satellite classrooms that give students the opportunity to learn English from foreign teachers. Fazheng is working to attract and nurture more international talent to its shores to help boost the China's development.

北京法政實業集團副董事長兼行政總裁潘軍及國際事務總監林曜於8月16日到訪總商會，由中國委員會副主席李家聰接待。

潘軍介紹內地教育業的最新發展，並表示法政集團致力為學生提供國際化優質教育，例如開設衛星課室，讓學生有機會向外籍導師學習英文。該集團正着力吸引和培育更多國際人才，進一步推動國家發展。

The Hong Kong-Tibet Linzhi Investment Promotion and Economic and Trade Matchmaking Conference was held in Hong Kong on 17 August. Qin Songmao, Deputy Mayor of Linzhi City, gave an informative presentation on the area's natural resources, population and ethnic groups, as well as prospects for economic development.

Linzhi's rich and diverse agricultural resources include over 100 specialty products, such as matsutake king mushrooms, honey, apples, tea and saffron. Qin said enterprises in Linzhi would fully utilize the connections with Hong Kong to explore markets, build brands and expand business opportunities. Chamber members joined the conference, which was organized by the Linzhi Municipal People's Government.

林芝市人民政府於8月17日在香港舉行「香港—西藏林芝招商引資推介暨經貿對接會」，吸引多名總商會會員出席。林芝市副市長秦松茂介紹當地的自然資源、人口和族群，以及經濟發展前景。

林芝擁有豐富多元的農業資源，包括松茸、蜂蜜、蘋果、茶葉和藏紅花等過百種特產。秦松茂表示，林芝企業將充分利用與香港的聯繫，以開拓市場、建立品牌和拓展商機。



Yao Gang, Vice Inspector, Department of Commerce of Heilongjiang Province, led a delegation to the Chamber on 18 August, where they were received by Edmond Yue, General Committee Member and Belt & Road Working Group Co-convenor.

Heilongjiang is focusing on high-quality development via the growth of its digital economy, bioeconomy, the snow and ice industry, as well as its creative design sectors. A delegation also participated in the HKTDC Food Expo in Hong Kong (17-21 August) to promote the province's specialty foods, such as Wuchang rice, through companies including Qiaofu Daoyuan and Shiyue Daotian Group.

黑龍江省商務廳二級巡視員姚綱於8月18日率團到訪總商會，由理事兼一帶一路工作小組共同召集人余國賢接待。

黑龍江正集中發展數碼經濟、生物經濟、冰雪經濟及創意設計產業，藉以推動高質量發展。代表團亦參與了香港貿發局在8月17至21日舉辦的美食博覽，推廣該省盛產的五常大米等特色農產品，參展企業包括喬府大院及十月稻田等。



Yan Dewen, Vice Inspector, Department of Commerce of Jilin Province, visited the Chamber on 18 August to share updates on the development of Jilin's snow and ice economy, which is centred on tourism, sports, and culture. The province ranks second in China in terms of fiscal revenues, which increased by 41.2% in the first half of 2023. In a meeting with Edmond Yue, General Committee Member and Belt & Road Working Group Co-convenor, Yan said Jilin had many ski resorts and tracks, and would make full use of its excellent natural conditions and resources to promote the industry.

吉林省商務廳二級巡視員閔德文於8月18日率團到訪總商會，分享該省以旅遊、體育和文化為主的冰雪經濟發展。吉林在2023年上半年的財政收入增長41.2%，位居全國第二。閔德文與理事兼一帶一路工作小組共同召集人余國賢會面時表示，吉林擁有多個滑雪場，當地將充分利用其優越的自然環境和資源，推動冰雪產業發展。

Chamber CEO Patrick Yeung received a delegation from Yunnan Province on 18 August. Sun Ying, Research Associate, Department of Circulation Development and Business Service Industry, Department of Commerce of Yunnan, said many enterprises from the province, which is known for its specialty agricultural products such as tea and fruit, took part in the HKTDC Food Expo in August. He hoped that the exhibition would act as a platform for Yunnan companies to explore new markets and business opportunities. The two sides also discussed opportunities in tourism, transportation, green energy and other industries.



雲南省商務廳流通業發展和商貿服務業處三級調研員孫英於8月18日率團到訪總商會，由總裁楊偉添接待。孫英表示，不少雲南企業參與香港貿易發展局於8月舉辦的美食博覽，推廣茶葉和水果等特色農產品，冀能借助博覽會提供的平台，拓展新市場和商機。雙方亦探討了旅遊、運輸和綠色能源等產業的機遇。

Zhang Leiming, Standing Committee Member of the Henan Provincial Committee and Minister of the United Front Work Department of Henan, led a delegation to the Chamber on 23 August, where they were welcomed by Agnes Chan, Chamber Deputy Chairman, and Chamber CEO Patrick Yeung. Henan is an agricultural province with a household population of hundreds of millions. Its wheat output accounts for a quarter of the country's total production. With a GDP of RMB 6 trillion in 2022, Henan is China's fifth-largest provincial economy. Zhang said he hoped to leverage Hong Kong's resources and regional advantages to develop the Belt and Road market for Henan enterprises, as well as strengthen cooperation in terms of technological innovation, capital market and logistics.



河南省委常委及統戰部部長張雷明於8月23日率團到訪總商會，由常務副主席陳瑞娟及總裁楊偉添接待。

河南戶籍人口上億，亦是農業大省，小麥產量佔全國四分之一。河南去年本地生產總值為6萬億人民幣，為全國經濟第五大省。張雷明希望借助香港的資源及地區優勢，為河南企業開拓「一帶一路」市場，並加強與香港在科技創新、資本市場及物流方面的合作。

Chamber Deputy Chairman Agnes Chan welcomed Chen Xiaofeng, President of CCPIT Guangdong Committee, to the Chamber on 23 August. Chen said Hong Kong capital accounted for 85% of the enterprises investing in Guangdong, as Hong Kong and Guangdong are closely connected. The two sides explored the possibility of setting up a mechanism to strengthen cooperation and promote the high-quality development of the Greater Bay Area.

廣東省貿促會會長陳小鋒一行於8月23日率團到訪總商會，由常務副主席陳瑞娟接待。陳小鋒表示，粵港兩地聯繫密切，在廣東投資的企業中港資佔85%。會上，雙方探討如何搭建機制加強合作，推動大灣區邁向高質量發展。



## Americas Committee 美洲委員會



### Strengthening Brazil-Hong Kong Ties

Ambassador Manuel Innocencio de Lacerda Santos Jr., Consul General of Brazil, and his Consul Ivan Carlo Padre Seixas, paid a visit to the Chamber on 24 August, where they were welcomed by CEO Patrick Yeung and Americas Committee Vice Chairmen Mark Michelson and Susana Munoz Enriquez.

At the meeting, the two sides discussed a wide range of topics from trade to tourism to football. The Consul General explained that China was by far Brazil's most important trading partner, accounting for around 26% of its exports. However, as 80% of that total is limited to a handful of commodities, he hopes to diversify exports – including to Hong Kong – by increasing awareness of the country's diversity and expertise in various sectors. As part of this, a renowned Brazilian chef will be flying to Macao in October to showcase the country's cuisine and produce. He also said there are plans to establish of a Brazilian Chamber of Commerce in Hong Kong.

### 加強巴西與香港聯繫

巴西駐香港總領事馬一諾及領事 Ivan Carlo Padre Seixas 於 8 月 24 日到訪總商會，由總裁楊偉添、美洲委員會副主席麥高誠及穆思思接待。

會面期間，雙方討論了貿易、旅遊和足球等廣泛議題。總領事解釋，中國是巴西最重要的貿易夥伴，佔該國出口總值約 26%。不過，當中八成出口貨物只限於少數商品，他希望能增進國際社會對巴西各行各業多元發展的認識，從而擴大對香港和其他地區的出口種類。為此，一位巴西名廚將於 10 月赴澳門推廣當地美食和產品。此外，他亦表示有計劃在香港成立巴西商會。

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



The Asia, Africa & Middle East Committee's new leadership held a meeting at Club Lusitano to discuss upcoming plans. They also explored the possibility of organizing a mission to the Middle East next year to help members learn more about the opportunities there. The committee will also hold informative seminars about the Regional Comprehensive Economic Partnership (RCEP). Hong Kong formally applied to join the world's largest free trade bloc in January last year.

亞洲、非洲及中東委員會的新任領導於西洋會所開會，商討未來計劃，並探討於明年舉辦中東考察團的可能性，以協助會員了解當地機遇。此外，香港已於去年 1 月正式申請加入《區域全面經濟伙伴關係協定》，委員會將就這項全球規模最大的自由貿易協定舉行多場研討會。



## Chamber CEO Talks Business in Now TV interview

總商會總裁擔任Now TV訪談節目嘉賓

Chamber CEO Patrick Yeung shared his outlook for Hong Kong's economy as well as the business community during a TV interview with "Now Forum" host Anthony Wu. As he recently took up the role of CEO, Yeung also shared his priorities for the Chamber in the coming months. The episode was broadcast on 27 August at 6:30 p.m. on ViuTV Channel 99 as well as on Now TV Business News Channel 333 at 8:30 p.m. To watch the interview, visit <https://bitly.ws/ThD2>.

總商會總裁楊偉添擔任由胡定旭主持的《大鳴大放》時事訪談電視節目嘉賓，分享香港經濟展望及商界發展。楊偉添最近履新總裁一職，他亦談到未來數月的工作重點。該集節目分別在 8 月 27 日晚 6 時半及 8 時半於 ViuTV 99 台及 Now TV 財經台播放。請瀏覽 <https://bitly.ws/ThD2> 重溫訪談內容。

## Digital, Information & Telecommunications Committee

數碼、資訊及電訊委員會

Rosanna Tang, Executive Director & Head of Research, Hong Kong at Cushman & Wakefield, briefed members on Hong Kong's development as a leading data centre market at a committee meeting on 14 August. Tang discussed the key factors underpinning the city's rise as a key jurisdiction for data centres, the impact of Web3 on market demand for such facilities, and the potential policy implications for the sector. Tang also highlighted the importance of sustainability considerations in data centre operations.

At the same meeting, Elsa Wong was re-elected Chairman while Fred Sheu and Timothy Tam were re-elected Co-Vice Chairmen.

戴德梁行執行董事及香港研究部主管鄧淑賢出席 8 月 14 日的會議，介紹香港作為領先數據中心市場的發展，並討論驅動香港發展為數據中心的主要因素、第三代互聯網（Web3）對這類設施的市場需求有何影響，以及業界面對的潛在政策問題。她亦強調可持續發展對數據中心營運十分重要。

會上，黃玉娟獲選連任主席，許遵發和譚雨川則獲選連任副主席。



## Economic Policy Committee

經濟政策委員會

Carlos Casanova, committee member and Senior Economist, Asia, Union Bancaire Privée UBP SA, delivered an economic briefing at the committee meeting on 28 July. Jim Taylor and Benson Luk were re-elected Chairman and Vice Chairman respectively, while Roy Ng was elected Vice Chairman.

委員及瑞聯銀行亞洲高級經濟學家 Carlos Casanova 出席 7 月 28 日的經濟政策委員會會議，剖析最新經濟發展。會上，戴樂生和陸瀚民分別獲選連任主席和副主席，伍俊達則當選副主席。



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

HKTDC Deputy Executive Director Sophia Chong gave a presentation on upcoming projects to support Hong Kong businesses in adopting innovation and technology at a committee meeting on 18 July.

At the same meeting, Victor Lam was re-elected Chairman, while Matthew Man and Nature Yang returned as Co-Vice Chairmen.

香港貿發局副總裁張淑芬出席 7 月 18 日的會議，介紹該局即將推出的項目，以支援港企採用創新科技。

會上，林凱章獲選連任主席，文振聲和楊自然則獲選連任副主席。



The development strategy of the Northern Metropolis was the subject of a seminar on 26 July led by Colliers Head of Research Kathy Lee and Head of Valuation & Advisory Services Hannah Jeong. They were joined by Toa Charm, Founding Chairman of Data Literacy Association.

高力研究部主管李婉茵和估價及諮詢服務主管鄭亥延主持 7 月 26 日的研討會，剖析北部都會區發展策略，數據素養協會創會主席湛家揚亦有與會。

## Policy Forum 政策論壇

CEO Patrick Yeung and James Tong, Chairman of the HKCSI – Executive Committee, hosted the second Cantonese session of the Chamber's Policy Forum on 15 August.

總商會於 8 月 15 日舉行第二場以粵語進行的政策論壇，由總裁楊偉添及香港服務業聯盟一執行委員會主席唐偉邦聯合主持。

## 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

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



Sabrina Law, the then Deputy Secretary (Planning and Lands) of Development Bureau, and John Lai, Assistant Director of Lands Department, briefed members on the legislative proposals to streamline the arrangement for land lease extension at a committee meeting on 27 July. The proposals will be applicable to all non-renewable general purpose leases excluding short-term tenancies and special purpose leases. They also discussed issues such as the feasibility of extending the proposed gazette notice period to allow greater certainty for businesses.

At the same meeting, Eric Ma was re-elected Chairman. T K Chiang and John Siu were re-elected Co-Vice Chairmen.

時任發展局副秘書長（規劃及地政）羅中及地政總署助理署長黎啟泰出席 7 月 27 日的會議，講解精簡地契續期安排的立法建議。新法例將適用於所有沒有續期權利的一般用途地契，但不涵蓋短期租約及特殊用途地契。他們亦討論延長憲報公告期限的可行性，以為企業提供更大的確定性。

會上，馬紹祥獲選連任主席，蔣東強和蕭亮輝則獲選連任副主席。

## Talent Development 人才發展

### AI-Thinking Essential for Senior Executives Driving AI Innovation 推動人工智能創新所需的管理思維

Artificial Intelligence (AI) is quickly gaining in popularity with the public as well as the business sector. When used correctly and effectively by companies, it can enhance work efficiency. At a seminar on 10 August, Andrew Ma, Steam Building Director and Co-founder, introduced participants to various aspects of AI technology, including strategy and implementation, and shared real-life cases to demonstrate digital transformation.

人工智能（AI）廣受公眾和商界歡迎，正確有效地運用這項技術將有助提升工作效率。Steam Building 董事及共同創辦人馬文藻出席 8 月 10 日的研討會，從策略和應用等不同範疇介紹 AI 技術，並分享數碼轉型的真實案例。



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

SME Committee Chairman Angela Lee and Vice-Chairman Vikky Tam met with Anastasia Poon, General Manager of the Funding Scheme Division of Hong Kong Productivity Council (HKPC) on 4 August. Poon summarized the functions and funding schemes implemented by the HKPC. April Chung, Deputy Head of BUD Fund Implementer, and Hubert Lau, Head of Technology Voucher Programme (TVP) Secretariat, explained the details of the BUD Fund and the TVP. They also answered members' questions on the difficulties in applying for funding.



中小型企業委員會主席李慧賢及副主席譚秀芳於 8 月 4 日與香港生產力促進局（生產力局）資助計劃部總經理潘宇婷會面。潘宇婷簡介生產力局的工作和資助計劃，而 BUD 專項基金執行機構副主管鍾珮珊及科技券秘書處主管劉海濤分別講解 BUD 專項基金和科技券的詳情，並解答會員有關申請資助的疑問。



## Digital Marketing Series – China Marketing: The Good and The Bad

### 數碼營銷系列——中國營銷的利與弊

With a population of over 1.4 billion, China is an ideal place for business expansion. However, growing one's business in the Mainland can be challenging when faced with the unfamiliar marketing structure and limited knowledge of the needs of Chinese consumers.

Daryl Choy, author of the book *Experience Wave*, led a workshop on marketing in China on 3 August, where he discussed techniques such as branding strategy and e-commerce approaches. Members also learned about the business model of WeChat, one of China's most popular retail apps.



中國人口現已超過 14 億，是擴展業務的理想地點。不過，倘企業不熟悉內地的營銷架構和消費者需求，或會在發展業務時面臨挑戰。

《體驗曲線》一書作者蔡伯偉在 8 月 3 日主持中國營銷工作坊，講解品牌策略和電商技巧。此外，會員亦了解到中國其中一個最受歡迎的零售應用程式——微信的商業模式。

## Young Executives Club 卓青社

On 7 August, YEC Chairman Olivia Kung attended a gala dinner and inauguration ceremony of the 53<sup>rd</sup> Board of Directors for the Hong Kong Chiu Chow Chamber of Commerce. The event also commemorated the 30th anniversary of its Young Executives Club.

卓青社主席龔海欣於 8 月 7 日出席香港潮州商會第 53 屆會董就職典禮暨青年委員會成立 30 周年晚宴。



## 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

# CPR and AED Training Workshop

## 心肺復甦法及自動心臟除顫器工作坊



Without immediate treatment, sudden cardiac arrest can be fatal. To spread awareness about the importance of Cardiopulmonary Resuscitation (CPR) and the use of an Automated External Defibrillator (AED) in such an emergency, the Fire Services Department and HKGCC organized a first-aid training workshop on 28 August.

Welcoming the participants, Chamber CEO Patrick Yeung said: "The Fire Services Department proactively organizes various events to teach the public essential first-aid skills in dealing with cardiac arrest, so that people

can act properly and quickly within the golden time for emergency rescue." He hoped that after grasping the basic skills participants would help create a safer community.

Fires Services Director Andy Yeung Yan-kin underlined the importance of more people learning resuscitation skills. "In 2022, sudden cardiac arrest affected some 10,000 people in Hong Kong – or 30 people per day – which is a significant number," he said.

HKGCC LegCo Representative Jeffrey Lam as well as Deputy Director of Fire Services (Operations) Wong Chun-yip and





心臟驟停有機會致命，因此必須即時為患者進行急救。為提升大眾對施行心肺復甦法（CPR）及使用自動心臟除顫器（AED）的認識，消防處與總商會於 8 月 28 日合辦急救培訓工作坊。

總商會總裁楊偉添歡迎一眾參加者，並表示：「消防處積極向社區不同層面進行推廣和教育，務求令普羅大眾都掌握到基本而有效的心臟驟停急救技巧，抓緊黃金搶救時間。」他希望參加者學懂相關的急救方法後，能在日後有需要時伸出援手，共建一個擁有急救意識的社會。

消防處處長楊恩健強調，讓更多市民掌握這套急救程序十分重要。他指出：「本港在

2022 年錄得超過 10,000 宗心臟驟停個案，平均每日便有 30 宗。」

總商會立法會代表林健鋒、消防處副處長（行動）黃鎮業連同其團隊及消防處宣傳人物「任何仁」亦有出席活動。

是次工作坊詳細講解施行 CPR 及使用 AED 的方法，約 50 名總商會會員和員工使用模擬假人練習施行 CPR，完成課程後獲授出席證書。

消防處除了開辦免費的「擊活人心」——心肺復甦法及自動心臟除顫器課程，亦提供網上學習資源，協助市民掌握這套急救程序。

有關詳情，請瀏覽 [https://www.hkfsd.gov.hk/eng/education/amb\\_press\\_to\\_shock.html](https://www.hkfsd.gov.hk/eng/education/amb_press_to_shock.html)

his team – with Fire Services mascot “Anyone” – also attended the event, which included a detailed introduction to the CPR and AED course.

Around 50 Chamber members and staff learned how to perform CPR on training dummies and earned certificates of attendance at the end of the workshop.

As well as offering the “Press to Shock – Save a Life” CPR & AED Course for free, the Fire Services Department also provides online learning resources about first-aid protocol to the public.

For more information, visit [https://www.hkfsd.gov.hk/eng/education/amb\\_press\\_to\\_shock.html](https://www.hkfsd.gov.hk/eng/education/amb_press_to_shock.html)



# Turning Hong Kong into an I&T Hub 打造香港成為創科樞紐



The Northern Metropolis Development Plan has the potential to transform Hong Kong into a world-class innovation and technology (I&T) hub, driving economic growth as well as fostering closer ties with the Greater Bay Area. The project is part of the National 14<sup>th</sup> Five-Year Plan, dovetailing with the HKSAR Government's Hong Kong I&T Development Blueprint, which outlines the city's overall direction and key strategies for growth.

However, the success of the Northern Metropolis Development depends on careful planning to

ensure that it leads to job creation, talent attraction, and investment opportunities.

At a seminar on 26 July, Kathy Lee, Head of Research, Colliers, gave Chamber members a broad overview of The Blueprint four broad development directions, comprising eight key strategies and four key industries: biomedical technologies, AI and data science, advanced manufacturing, and new energy. The flagship project of the Northern Metropolis, San Tin Technopole, is being heralded as a major tech park with the potential to become a future I&T centre.

**“The success of the Northern Metropolis Development depends on careful planning to ensure that it leads to job creation, talent attraction, and investment opportunities.”**

## 「北部都會區發展的成功將取決於 審慎規劃，確保項目可達成創造職位、 吸引人才和投資機遇的目標。」

The Blueprint includes various targets, such as factoring research and development expenditure into the calculation of GDP, boosting the number of start-ups and unicorn enterprises, and increasing the number of I&T practitioners by 2032. Success depends on many factors, such as attracting talent, ensuring planning flexibility, creating synergy with other I&T hubs, and prioritizing industries for development.

During the panel discussion, Hannah Jeong, Head of Valuation and Advisory Services, Colliers, and Professor Toa Charm, Founding Chairman of the Data Literacy Association, analyzed the potential impact of the Northern Metropolis Development Plan on Hong Kong's economy. Lee emphasized the importance of competitive land prices as a consideration for attracting talent and companies. She cited examples from tech hubs such as Shenzhen and Guangzhou, where the average land price for I&T use is significantly lower than in Hong Kong.

Highlighting the importance of planning flexibility in city development and rezoning, Jeong identified potential business opportunities in infrastructure investment, including public facilities like MTR stations, and private sector opportunities in housing and hospitality.

An important point raised during the seminar was the need for strategic decisions in prioritizing industries for development and creating synergy for the Northern Metropolis. Charm suggested learning from the experiences of Hong Kong Science and Technology Park and Cyberport; i.e., turning the infrastructure into a "sandbox" and applying different types of technology within the community. Attracting strategic enterprises to Hong Kong is also key to bringing in other relevant businesses, thus cultivating a comprehensive ecosystem, while benefiting job creation, talent attraction and overall economic growth in the city.

北部都會區發展計劃有潛力推動香港轉型為世界級創新科技樞紐，從而驅動經濟增長，並與大灣區建立更緊密聯繫。此項目為國家「十四五」規劃的一部分，亦配合特區政府於《香港創新科技發展藍圖》（《藍圖》）提出的整體發展方向及重點增長策略。

不過，北部都會區發展的成功將取決於審慎規劃，確保項目可達成創造職位、吸引人才和投資機遇的目標。

高力研究部主管李婉茵出席 7 月 26 日的研討會，向會員簡介《藍圖》制定的四大發展方向，其中包括八大重點策略和四大重點產業——生物醫藥科技、人工智能與數據科學、先進製造及新能源科技產業。新田科技城是北部都會區的旗艦項目，將會建設大型創新科技園區，有潛力成為未來的創科中心。

《藍圖》勾劃出多個發展目標，例如在 2032 年前提高研發開支佔本地生產總值的比率，增加初創和獨角獸企業的數目以及從事創科行業的人數。這需要多項因素配合，包括吸引人才、靈活規劃、與其他創科樞紐發揮協同效應，以及優先發展重點產業。

在隨後的專題討論環節，高力估價及諮詢服務主管鄭玄延及數據素養協會創會主席湛家揚教授剖析北部都會區發展計劃對香港經濟的影響。李婉茵強調，具競爭力的地價對吸引人才和企業十分重要，並以深圳和廣州為例，當地的創科用地平均價格遠低於香港，有助發展為科技樞紐。

鄭玄延表示，靈活規劃是城市發展和改劃土地用途的關鍵，並指出基建投資方面的潛在商機，包括公共設施（如港鐵站）及住宅和酒店等私人發展項目帶來的機遇。

研討會帶出的一個重點是有需要作出策略決定，優先發展重點產業，以助北部都會區發展和產生協同效應。湛家揚建議參考香港科技園和數碼港的經驗，將基建化為「沙盒」，在社區內應用不同類型的科技。吸引重點企業來港亦是引進其他相關企業的關鍵，這將有助建立全面的生態系統，同時有利香港創造職位、吸引人才，並促進整體經濟增長。

# A Day at the SPCA

## 參觀愛護動物協會



總商會員工於8月11日到訪香港愛護動物協會（愛協）位於灣仔的總部，一同參與有趣的問答遊戲，從中了解該慈善機構在推廣動物福利方面的工作。期間，一行亦參觀愛協的領養中心，探訪各種可愛的小動物，包括雀鳥和兔子，又合力為貓狗製作簡單的拉繩玩具和抓扒紙箱。要數當天的動物之星，待領養的小狗 Fatty 絕對當之無愧。

Chamber staff visited the Hong Kong Society for the Prevention of Cruelty to Animals (SPCA) in Wan Chai on 11 August, where they learned about the charity's work to promote animal welfare via a fun quiz. They also helped make simple tug toys and scratchers for the cats and dogs at the adoption centre at the SPCA (which houses birds and rabbits too). The star of the day was Fatty, an adorable puppy looking for a loving home.



# FOR LEASE

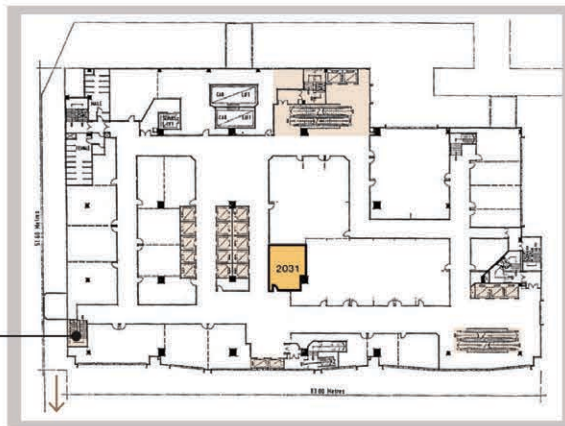
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Please contact **Looby Ho** at **2823 1228**



## COMMITTEE MEETINGS

Check with secretariat for details

### IP BACKED FINANCING WORKING GROUP

Sep 5 11:00 am

### MANPOWER

Google's innovation and culture, and Google Hong Kong's Smarter Digital City initiative

Sep 5 3:00 pm

### SME

Presentation by John Mak, Program Director of Project Change

Sep 6 4:30 pm

### CHINA

Sep 20 11:00 am

### RETAIL & TOURISM

Discussion on arts as a new economic driver to promote cultural tourism

Sep 25 3:00 pm

### EUROPE

China-EU investment

Sep 27 4:00 pm

### AMERICAS

Brazil's latest economic and business opportunities

Sep 28 10:30 am

## TRAINING

Visit website for full details and to register



## WORKSHOPS & SEMINARS

Visit website for full details and to register



### ASSET TRACING INVESTIGATION AND RECOVERY

Sep 4 10:00 am - 12:00 pm



### CHINA & HONG KONG RETAIL OUTLOOK: NAVIGATING THE POST-PANDEMIC LANDSCAPE

Sep 19 3:00 - 4:00 pm



### RCEP DEVELOPMENT AND OPPORTUNITIES

Sep 28 4:00 - 5:00 pm

## SITE VISIT

### A VISIT TO OCEAN PARK CORAL REEFSTORATION CENTRE

Members will learn about the Centre's coral restoration efforts, including the 3D-printing technology used to build artificial reefs to enhance coral health and survival.

Sep 6 1:45 - 4:30 pm



### IN SEARCH OF AUTHENTIC LEADERSHIP

Sep 6 9:30 - 11:30 am



### MEDIA SKILLS

Sep 7 9:30 - 11:30 am



### EFFECTIVE INFLUENCING AND STAKEHOLDER MANAGEMENT

Sep 7 2:30 - 5:00 pm



### DIGITAL MARKETING SERIES – MAKING B2B MARKETING MORE FUN

Sep 12 12:30 - 5:30 pm



### THE IMPACT OF CHINA INDIVIDUAL INCOME TAX REFORM: CHALLENGES OR OPPORTUNITIES FOR THE GBA CROSS-BORDER EMPLOYEES?

Sep 13 2:30 - 5:00 pm



### THINK ON YOUR FEET

Sep 18 9:15 am - 5:30 pm



### ENGAGE YOUR TEAM WITH MPH LEADERSHIP (MINDFUL, PLAYFUL, HEARTFUL)

Sep 20 2:30 - 5:00 pm





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**Ms Looby Ho**

📞 2823-1228

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# TRAINING & DEVELOPMENT

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## Think on your Feet® 駐足思考®

Think on Your Feet® develops structured thinking skills to enable you to communicate your key messages "in the moment" with little or no preparation time. The skills apply equally to large-group presentations, smaller project meetings, and informal one-on-one discussions with senior management, team members as well as external counterparts.

### Workshop Objectives:

Participants will learn to:

1. Structure thoughts quickly using clear and simple formats
2. Present ideas persuasively and confidently
3. Lead people to see different perspectives on an issue
4. Skillfully answer tough questions under pressure

### Workshop Contents:

1. Speaking with clarity, brevity and impact
2. Informing plans: structuring and elaborating ideas
3. Persuasive plans: winning support and getting buy-in
4. Bridging techniques: for Q&As and difficult situations
5. Putting it all together: fluency practice and application

駐足思考®能培養結構化思維技巧，有助「瞬間」傳達關鍵信息。這些技巧適用於大型演講、小型項目會議，以及與高層、團隊成員和對外同行的非正式一對一討論。

### 課程目標：

參加者將學習：

1. 以清晰及簡潔的格式，快速構建想法
2. 有力並自信地表達想法
3. 引導他人以不同角度看待事情
4. 在壓力下巧妙應對棘手問題

### 課程內容：

1. 建立清晰、簡潔及具影響力的說話技巧
2. 構建和闡述想法
3. 爭取支持和認同
4. 橋接技巧：針對問答和疑難處境
5. 綜合技巧：練習和應用



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



18/09/2023 (9:15 a.m. – 5:30 p.m.)



English 英語



Member 會員 \$3,880/  
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## Engage Your Team with MPH (Mindful, Playful, Heartful) Leadership

Engagement is one of the key measures for employee motivation, business success and a competitive edge. However, statistics have shown that employee engagement remains low, while happiness at work has scored at a historic low in the past decade.

This workshop aims to illustrate why leadership may fail, what leaders need to know in today's world, and an overview of how MPH leadership works. Be a mindful, playful and heartful leader in this new normal way of working!

### Key Takeaways from this Interactive Workshop:

Participants will learn to:

- Facilitate an agile workplace and a happier working environment
- Cultivate employee engagement for yourself and your team
- Create a sustainable and positive mindset as MPH Leaders



20/09/2023 (2:30 – 5:30 p.m.)



Cantonese 廣東話



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

## 成為新世代的魅力MPH領袖

投入參與是激發員工動機、業績和競爭力的關鍵因素之一。不過，不少數據顯示員工的投入程度普遍較低，工作愉悅感更跌至過去十年以來的新低。

本工作坊將講解領導失效的原因、領袖需要具備的知識，以及MPH (Mindful, Playful, Heartful) 領導模式的運作，助您在職場新常态下成為貼心、好玩而又真誠的領袖。

### 互動工作坊重點內容：

- 締造更輕鬆愉快的工作環境
- 提升自我及團隊的工作投入程度
- 建立持久、正向的MPH領導思維

### Trainer 導師：

Dr Harry Wong 黃彥衡博士  
Award-winning Certified Trainer,  
Training Architect and Master Coach,  
WYH International Consultancy  
認可專業培訓師、  
培訓課程設計師和成功教練



## Facilitation Skills 主持技巧

The key to facilitating a successful workshop is motivation – no one can be forced to learn. Obtaining and maintaining participant "buy-in" is crucial. Achieving this requires the facilitator to have an appropriate range of specific skills, to be fully prepared with a plan that is both practical and flexible, and to run the session with passion and commitment.

The role of the facilitator is to allow participants to absorb specified information or skills in the easiest way in a specific time. This means communicating with impact and with clarity, in a way that the principles and techniques conveyed are interesting, relevant, memorable and persuasive. Good facilitators know when to talk and when to listen, when to instruct and when to facilitate, how to encourage discussion and how to control it.

### Outcomes:

- The fundamentals of clear, confident and effective communication
- Questioning and listening skills
- Stimulating dialogue and encouraging participation
- Responding to diverse cultural and personal perspectives
- Handling objections, push back and "difficult" questions

動機是促使工作坊成功的關鍵。學習不能強迫，因此得到參與者持續的認同十分重要。要實現這一目標，培訓導師需具備合適的技能、預先訂立既實用又靈活的計劃，並保持熱誠和有承擔的教學態度。

培訓導師的角色是引導參與者在限定的時間內，以最簡單的方式吸收特定的知識或技能。因此，導師溝通時要做到清晰有力，令要傳達的理念和技術變得有趣、適切和有說服力，令人留下深刻印象。良好的培訓導師能夠拿捏說話、聆聽、指導和協調的時機，並懂得鼓勵討論和控制場面。

### 學習成果：

- 清晰、自信及有效溝通的基礎
- 發問與聆聽技巧
- 激發對話及鼓勵參與
- 應對不同的文化和個人觀點
- 處理異議、反駁及難題



27/09/2023 (2:30 – 5:30 p.m.)



English 英語



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

### Trainer 導師：

Mark Loasby  
Managing Director,  
Connect Communication Ltd  
董事總經理



Training course venue: HKGCC Theatre, 22/F United Centre | 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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