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October 2023

HKGCC: The Voice of Business in Hong Kong

# bulletin

工商月刊

**POLICIES TO DRIVE  
HONG KONG FORWARD**  
規劃施政方向 推動香港向前

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Hong Kong General Chamber of Commerce  
香港總商會 1861



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## Sharing the Chamber's Policy Insights

Our submission for the Policy Address 2023/24 tackles the urgent issues affecting the business community and Hong Kong



### 分享政策見解

我們已就2023/24年度《施政報告》呈提建議，應對影響商界和香港的迫切議題

支持香港商界發展，向政府陳情倡議，是總商會的核心工作。為此，我們不時就廣泛議題提出建議，包括一些影響企業發展的要素，以及各行各業的規管變化。

近月，我們馬不停蹄地與會員和各委員會溝通，收集他們對總商會2023/24年度《施政報告》建議書的意見。面對疲弱的經濟環境，本會建議書涵蓋多項措施，協助企業和香港維持穩健，同時為中期發展做好規劃。

疫情導致香港出現人才短缺現象，這個後遺症持續困擾多個主要行業，是本港最急需解決的問題之一。就此，我們的政策建議包括：加強支援婦女及年長人士就業、優化現有的人才輸入計劃，以及完善教育制度，滿足數碼導向型經濟的需要。

與此同時，改善房屋及土地供應同樣重要，而這亦是香港面對的一大難題。要穩定樓市，當局應考慮取消遏抑需求的逆周期措施；在當前的經濟環境下，這些措施已不合時宜。政府亦應精簡開發可發展用地的程序，並儘快降低強制土地售賣門檻，推動市區更新。

建議書亦提倡加強香港國際金融中心的地位，相關措施包括吸納對沖基金和主權財富基金等多元化的投資者。綠色及可持續金融方面，當局可透過有意義的投資和定向政策，創造積極的環

境效益。此外，政府應向有意落戶香港的家庭辦公室提供更清晰的資訊，例如在港經營的稅務優惠和好處。

本港的中小企業聘用45%的私營機構僱員，這些企業在疫情下大受打擊，需要持續支援。為支持中小企業發展，政府可考慮延長「中小企融資擔保計劃」的申請期限，以及提高「中小企業市場推廣基金」的累計資助金額上限。

旅遊業是香港最重要的支柱產業之一。2023年首六個月的訪港旅客人數達到近1,300萬，但仍低於疫情前水平。要提升香港作為旅遊樞紐的競爭力，我們提議把焦點放在本地的郊野公園和豐富的文化遺產，方法包括舉辦文藝盛事，並改善郊區交通服務，令新界和離島的郊野公園和康樂場地更方便易達。

貿易和物流業佔本地生產總值約五分之一，對經濟復蘇亦至為關鍵，惟業界仍受到供應鏈干擾問題拖累。應用智能科技、與內地就跨境貨物流通加強合作、以資助形式提供政策支援等措施，將可大大提升運作效率，以迎合疫後世界新常態。

上述建議只是本會提出的其中一些措施，各位會員可詳閱載於本刊第8頁的建議書摘要。我們密切期待行政長官李家超於本月稍後發表的《施政報告》，盼能為商界和香港帶來好消息。

Lobbying the Government in support of Hong Kong's business community is the core function of the Chamber. To that end, we regularly put together proposals across a wide range of topics, from developments affecting businesses to the regulatory changes in various industries.

These past few months, we have been busy connecting with members and committees to solicit their views for our all-important annual submission: the Policy Address 2023/24. The submission comprises proposals that we believe will help businesses, and Hong Kong, stay buoyant in a weakened economy, while planning for the medium-term.

The labour shortage, a lingering side-effect of the pandemic that still plagues critical industries, is one of the city's most pressing problems. Our policy recommendations include providing more support to hire female and elderly workers, enhancing existing importation schemes, and upgrading the education system to cater to the needs of a digitally driven economy, among others.

Equally important is the need to improve housing and land supply, a hot-button topic in Hong Kong. To stabilize the property market, authorities should consider lifting anti-cyclical measures that curb demand, as they no longer apply in the current economic climate. Priority should also be given to streamlining development processes for developable land, and stimulating urban regeneration by expediting the lowering of compulsory sales threshold.

The submission also incorporates measures to boost Hong Kong's standing as an international financial hub by attracting diverse investors such as hedge funds and sovereign wealth funds. In green and sustainable finance, purposeful investments and targeted policy measures are

required for positive environmental outcomes. Family offices looking to set up in Hong Kong would benefit from greater clarity on tax incentives and the advantages of operating in the city.

Hong Kong's SMEs, which account for 45% of the private sector workforce, have been battered by the Covid outbreak and need continuous support. To help in their development, the Government can consider extending the validity of the SME Financing Guarantee Scheme, and raising the cumulative funding ceiling for the SME Export Marketing Fund.

Tourism is one of our most important pillar industries. Arrival numbers were at nearly 13 million in the first six months of 2023, but are still below pre-pandemic figures. To boost Hong Kong as a competitive tourist hub, we suggest turning the spotlight on our country parks and rich cultural heritage through cultural events and providing easy access to parks and recreation zones in the New Territories and outlying islands.

Also vital to recovery is the trade and logistics sector, which makes up about a fifth of the economy, and is still grappling with supply-chain disruptions. Measures such as implementing smart technology, working closely with the Mainland on cross-border movement of goods, and policy support in the form of subsidies would go a long way towards overhauling operations to meet the needs of a world greatly changed by the pandemic.

These are just some of the many proposals listed in the Chamber's submission; you can read a detailed summary on page 8 of this issue. Meanwhile, we look forward to hearing Chief Executive John Lee's Policy Address later this month, and hope that it brings good tidings for the business community and Hong Kong.

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



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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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Translated By: Rachel Shum, Monica Cheuk,  
Jonathan Man  
Graphic Design: Andy Wong, Fish Chan

Editorial Enquiries: Christine Iyer  
Tel: 2823 1210  
Email: [christine@chamber.org.hk](mailto:christine@chamber.org.hk)

Advertising: HKGCC Bulletin  
Tel: 2823 1282 Fax: 2821 9582  
Email: [adv@chamber.org.hk](mailto:adv@chamber.org.hk)

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361-363 Lockhart Road, Wanchai, Hong Kong  
Tel: 2893 0944 Fax: 2832 7903  
Email: [info@omac.com.hk](mailto:info@omac.com.hk)

主席：阮蘇少涓  
常務副主席：陳瑞娟  
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設計：黃惠強 陳海榆

編輯查詢：顧善婷  
電話：2823 1210  
電郵：[christine@chamber.org.hk](mailto:christine@chamber.org.hk)

廣告：HKGCC Bulletin  
電話：2823 1282 圖文傳真：2821 9582  
電郵：[adv@chamber.org.hk](mailto:adv@chamber.org.hk)

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電話：2529 9229  
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承印：奧瑪製作室有限公司  
香港灣仔駱克道361-363號  
翹賢商業大廈21字樓  
電話：2893 0944  
圖文傳真：2832 7903  
電郵：[info@omac.com.hk](mailto:info@omac.com.hk)

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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。



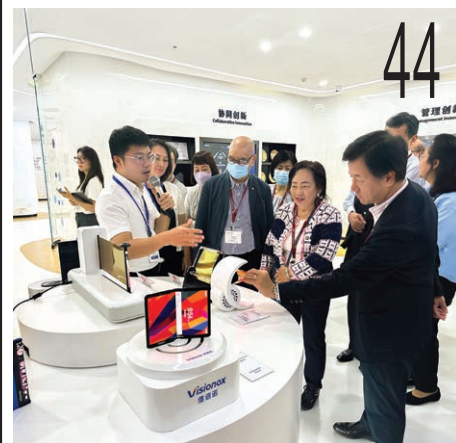
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# Cutting Taxes to Revive the Economy

To boost economic vitality, the Government must revitalize the stock and property markets by relaxing harsh measures



## 股樓減稅 搞活經濟

政府必須放寬「辣招」，搞活股市樓市，方能提振經濟動能

環球經濟不景氣，香港經濟復蘇亦未如預期。為此，特區政府提出「搞旺搞活」夜市，但這只是提振經濟的其中一環，「搞旺搞活」整體經濟才是治標又治本。

樓市和股市向來是香港經濟的寒暑表。樓市持續淡靜，特別是二手市場，有發展商更減價賣樓。樓價尚持續下跌，影響市民信心，令買家不敢入市，只會造成惡性循環，而樓價一旦跌至某個水平便會出現急跌，到時政府才出手，恐怕為時已晚。

因此，調整樓市「辣招」已是刻不容緩，政府必須加緊考慮放寬現行措施，例如暫緩徵收買家印花稅及額外印花稅，以助刺激樓市。

事實上，額外印花稅已窒礙了對購買第二個物業有實際需要的買家入市，例如希望改善居住環境而打算購買第二個物業子父母或子女的人士。此外，買家印花稅亦打擊有意在港投資置業並作長遠發展的人士來港的意欲，

似乎與吸引人才來港的目標自相矛盾。對此，我早前建議政府把向合資格外來人才在港置業徵收的額外印花稅由「先徵後免」改為「先免後徵」。

股市方面，國家支持香港鞏固國際金融中心的地位，完善金融等專業服務，在參與及共建「一帶一路」上發揮優勢。不過，政府為了增加收入，在 2021 年上調股票印花稅稅率至 0.13%，而且買賣雙方均要繳付。

現時本港股市走勢疲弱，維持現有措施已不合時宜。反之，下調甚至取消股票印花稅能為市場帶來信心，穩定市場，鼓勵交投，同時亦令投資者看到機遇。

政府預測訪港旅遊業和私人消費在今年餘下時間仍然是經濟增長的主要動力。然而，在沒有消費券的鼓勵下，私人消費減弱；內地遊客的消費模式亦已改變。香港必須「搞活」股市樓市，才能恢復經濟動能。

Amid the global economic slowdown, Hong Kong's recovery has been slower than expected. In view of this, the HKSAR Government has announced a new campaign to revive and revitalize the city's night economy. However, this will only be a temporary band-aid. A permanent cure lies in reviving and revitalizing the economy as a whole.

The property and stock markets serve as a barometer of economic performance in Hong Kong. With property transactions remaining stagnant, especially in the secondary market, developers are cutting prices to boost sales. If home prices continue to fall, buyers will lose confidence to enter the market, resulting in a vicious cycle or, worse, a plunge when prices drop to a certain level. By then, it will be too late for the Government to take action.

As such, making adjustments to the "harsh measures" for the property market is a matter of urgency. The Government must give serious consideration to relaxing existing measures such as suspension of the Buyer's Stamp Duty (BSD) and Special Stamp Duty (SSD) to stimulate property transactions.

In fact, the SSD has hindered buyers from purchasing a second property to meet their practical needs, such as improving the living environment of their parents or children. Meanwhile, the BSD has undermined people's desire to invest in real estate and pursue long-term development in Hong Kong, which seems contradictory to the objective of attracting talent to the city.

In this regard, I suggested that the Government change the approach to BSD payable by eligible incoming talent on any residential property acquired in Hong Kong from "levy first, refund later" to "exemption first, levy later."

On the stock market, the Central Government supports Hong Kong in consolidating its status as an international financial centre by enhancing its professional services such as finance, with a view to leveraging its advantages for the development of the Belt & Road. Despite this, to generate more revenue, the Government raised the rate of stamp duty payable on the sale and purchase of Hong Kong stock to 0.13% in 2021.

Given the lacklustre stock performance in Hong Kong, the existing measure is no longer relevant. Instead, a tax reduction or abolishment of the stamp duty on stock transfer will encourage stock trading by promoting market confidence, creating a stabilizing effect and offering investors a rosy outlook.

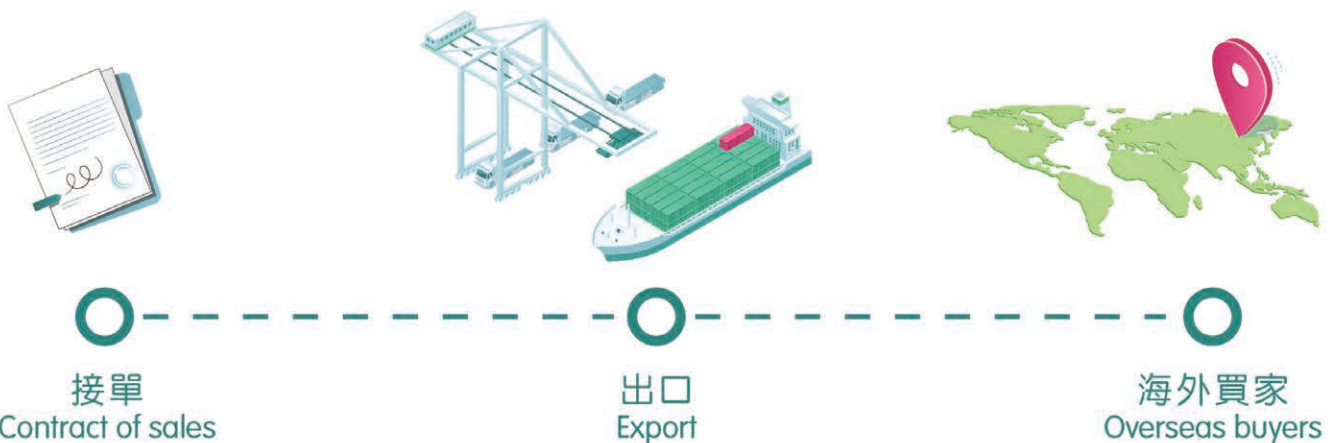
The Government has anticipated that incoming tourism and private consumption will continue to be the key drivers of economic growth for the rest of the year. Nevertheless, without the stimulus of more consumption vouchers, private spending remains sluggish. The consumption pattern of Mainland visitors has also changed. To regain its economic vitality, Hong Kong must revitalize its stock and property markets.

**Jeffrey Lam**  
林健鋒  
jeffrey@jeffreylam.hk



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## Platform for Multilateral Cooperation

The Eighth Belt & Road Summit proved that Hong Kong is integral to promoting a regional economic cooperation framework for the benefit of all



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上月舉行的第八屆「一帶一路高峰論壇」圓滿成功。高峰論壇自 2016 年首辦至今，一直提供重要的國際商貿合作平台，本年度取得的成果更超出預期。

今屆盛事是自 2020 年以來首次以實體形式舉行，規模和範圍均更勝歷屆，吸引來自世界各地數以千名領袖、專家和投資者出席，參與政策對話環節、論壇和投資項目對接會。此外，會議期間簽署了超過 20 份合作備忘錄，涵蓋廣泛行業和領域。我很高興告訴大家，不少與會的投資者有意與香港和內地企業經商，或來港設立辦事處，而且對前景充滿信心。

香港既是連接內地和大灣區的超級聯繫人，亦是「一帶一路」倡議的重要節點，是推動區域經濟合作框架發展不可或缺的一部分，有助實現互惠共贏。行政長官李家超發表主題演講時，便將香港形容為「理想的一帶一路中心」。國務院副總理丁薛祥於活動首日以視像方式致辭時亦讚揚，香港一直透過提供專業服務和文化交流，

積極與「一帶一路」國家加強聯繫和合作。

面對全球經濟疲弱和復蘇進度緩慢，香港特區政府正竭力與中東和東盟國家促進合作。事實上，特首近期先後率團出訪這些地區，除了促成數十份協議，亦加強了政治聯繫。

本年度的高峰論壇首設「中東專場」，充分反映這些外訪活動的重要性。來自阿聯酋和埃及等國家的政府部長、商業領袖和投資者對話交流，強調開拓新市場、加強夥伴關係和建立新聯繫十分重要。高峰論壇亦討論香港和內地企業可如何把握投資新契機，無論已在區內建立聯繫，或有意進軍新市場，同樣能從中獲益。

特首致辭時承諾將繼續向中亞、東歐和非洲等更多「一帶一路」國家和地區，以及其他熱衷與香港和內地建立聯繫的經濟體推廣香港。

這些聯繫將大大有助香港加快經濟復蘇，為商界開創更廣泛的機遇，藉以在疫後實現多元發展和業務增長。

The excitement at the Eighth Belt & Road Summit last month was palpable. Since it was launched in 2016, the summit has consistently served as a premier global platform for promoting business collaboration, and this edition surpassed expectations.

The success of the event, which was held in a physical format for the first time since 2020, could be seen in its size and scope. It drew thousands of leaders, experts and investors from all over the world, who took part in insightful policy dialogues, seminars and project investment sessions. Moreover, over 20 Memorandums of Understanding were signed across a wide range of industries and areas. I am pleased to report that feedback from investors on the ground, looking to do business with Hong Kong and Mainland companies or set up offices on our shores, was positive and hopeful.

As an important connector to the Mainland and Greater Bay Area (GBA), and a key city for the Belt & Road Initiative, Hong Kong is integral to promoting a framework for regional economic cooperation for the benefit of all. In his keynote speech at the summit, Chief Executive John Lee referred to the city as an “ideal Belt and Road centre.” Indeed, Hong Kong has done a lot to strengthen ties and promote collaboration with Belt & Road countries through professional services and cultural exchanges – efforts that were lauded by Vice-Premier Ding Xuexiang in a video message on the first day of the event.

In the face of the struggling global economy and sluggish recovery, the HKSAR

Government is leaving no stone unturned in forging collaborations with the Middle East and the ASEAN nations. In fact, Chief Executive John Lee's recent trips to these regions have already resulted in dozens of agreements, not to mention stronger political ties.

Underlining the importance of these outreach initiatives, this year's summit introduced a Middle East Forum for the first time. The dialogues that ensued between government ministers from countries such as the United Arab Emirates and Egypt, as well as business leaders and investors, drove home the importance of tapping new markets, strengthening existing partnerships and forging new ones. The forum also shone a light on how Hong Kong and Mainland companies with previous ties to the region, or those looking for new pastures, can seize new investment opportunities.

In his summit address, the Chief Executive vowed to continue promoting Hong Kong to more Belt & Road countries and regions – from Central Asia to Eastern Europe and Africa – as well as other economies that are keen to establish links with Hong Kong and China.

These connections will go a long way to benefit Hong Kong as it chases economic recovery, helping the business community access a wider range of opportunities as they seek diversification and growth in the post-pandemic era.

**Patrick Yeung**  
楊偉添  
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# Policies to Drive Hong Kong Forward

## 規劃施政方向 推動香港向前

The Chamber's proposals to the HKSAR Government for the upcoming Policy Address tackle urgent issues to foster growth as Hong Kong pursues economic recovery

總商會就香港特區政府即將發表的《施政報告》提呈建議，致力應對迫切議題，促進經濟增長，協助香港邁向復蘇

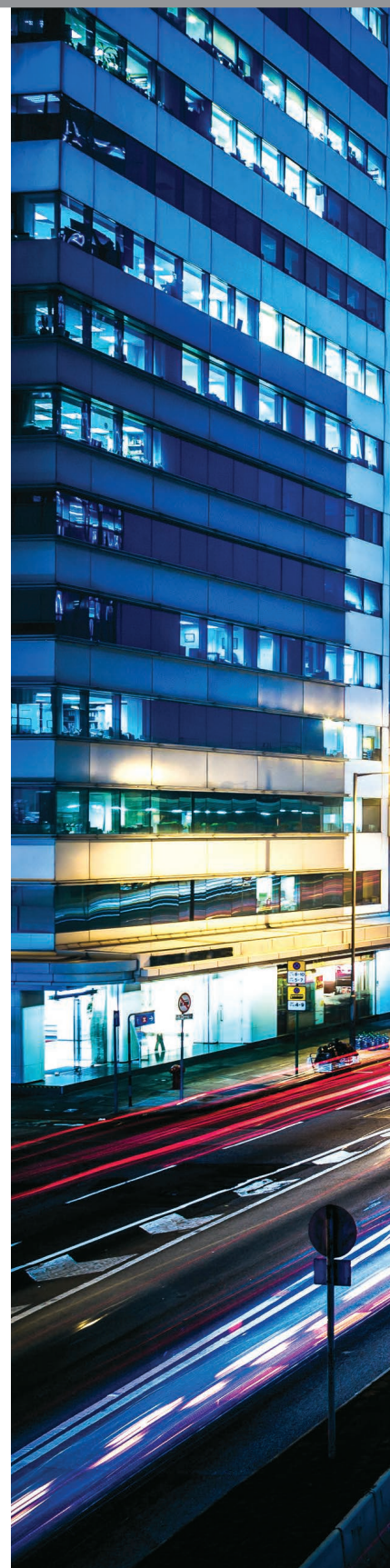
**In its recommendations for Chief Executive John Lee's Policy Address 2023/24, the Chamber has called on the Government to give serious consideration to important issues facing Hong Kong. These include enhancing schemes to tackle the ongoing labour shortage, introducing measures to improve housing and land supply, as well as capitalizing on Hong Kong's role as a super-connector and solidifying its status as a world-class financial centre. Here is a summary of some of the key points in the Submission.**

### Rebranding Hong Kong

Hong Kong needs to do much more to engage markets abroad and better promote itself. We hope to see further investments in Hong Kong's network

of Economic and Trade Offices across Western markets to correct misperceptions and project a positive image of Hong Kong. To that end, the key elements of any promotional campaign should

- Reassert Hong Kong's standing as an international city to differentiate itself from other Mainland cities including those in the Greater Bay Area (GBA);
- Address concerns over and dispel misconceptions of what Hong Kong's National Security Law entails; and
- Give prominence to the framework and practice of "One Country, Two Systems" under which Hong Kong enjoys unparalleled advantages as a super connector between the Mainland and the rest of the world.











## Human Capital

Recent government measures to enhance the Supplementary Labour Scheme (SLS), including the lifting of the general exclusion of 26 job categories under the SLS for two years beginning in September, are most welcomed as these would help address short-term demand. Consideration should, however, be given to medium- to longer-term manpower needs, to ensure that Hong Kong has a readily available supply of labour that is equipped with the relevant skills. Our recommendations range from expanding the work pool to include female and elderly workers, enhancing existing (re-)training and labour importation schemes, to upgrading the educational

system to fulfill the demands of an increasingly digitally driven economy.

## Land and Housing

The Chamber urges the Government to give serious consideration again to its recommendations on improving land and housing supply in Hong Kong made last year to the Policy Address. In the immediate future, priority should be given to:

- Dismantling 'spicy measures' aimed at reining in property demand as these no longer serve any useful purpose especially given current economic conditions and amidst a weak outlook for global markets;
- Streamlining and expediting statutory development processes to

optimize the supply of developable land;

- Reviewing legislation, legislative processes and institutions to balance development objectives with countryside recreation; and
- Stimulating urban regeneration by expediting the lowering of compulsory sales threshold.

## Financial Services

■ **Strategic Enterprises:** To sustain its standing as an international financial centre, Hong Kong needs to bring in new players by attracting diverse institutional investors such as hedge funds, pension funds, and sovereign wealth funds. The Government should capitalize on Hong Kong's role as a





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super-connector by linking these investors, interested in tapping into opportunities on the Mainland, with local governments.

■ **RMB Internationalization:**

Existing Connect Schemes could be further harnessed to further promote the use of RMB as an international currency. At the same time, consideration should be given to various measures aimed specifically at foreign enterprises. These include establishing a benchmark for RMB bond issuance augmented by a market for RMB bond futures in Hong Kong, enhancing RMB liquidity in Hong Kong through various policy measures, and attracting more non-Mainland bond issuers.

■ **Family Offices (FOs):** To facilitate and aid prospective FOs in opting

for a base in Hong Kong, we suggest providing timely information, promoting clarity on tax incentives and associated advantages of setting up in Hong Kong, and introducing fiscal concessions and related programmes to develop Hong Kong into a philanthropy hub.

■ **Wealth Management:** We call on the Government to enhance the existing Wealth Management Connect Scheme (WMC 2.0) by reviewing the approach to and policies on such matters as the scope and risk rating of products, investment amount, sales process, advisory process, and marketing promotion.

■ **Green and Sustainable Finance:** Hong Kong is in an advantageous position of reaping the benefits of a worldwide shift towards purposeful

investments aimed at providing positive environmental outcomes. This can be achieved by developing a green finance roadmap or strategy to steer the development of green finance in Hong Kong with the crafting of targeted policy measures to achieve such an outcome.

**Tourism**

Our recommendations for improving tourism in Hong Kong are centred on the SAR's intrinsic strengths, such as our world-class country parks, cultural heritage and unique character, advantages that the Government could leverage on expeditiously to attract tourists, particularly high-yield visitors such as frequent independent travellers.





These include promoting traditional festivals and events across the 18 districts through social media, enhancing accessibility to country parks and recreation areas in the New Territories and Outlying Islands, tapping into opportunities offered by Hong Kong's marine recreation environment, upgrading tourism infrastructure (both hardware and software), pre-empt over-tourism; and better planning for a sustainable, market-driven night markets.

### **Logistics and Transport**

Continued policy support should be given to the pillar industries of trade and logistics to ensure that they stay robust and healthy. The Chamber's recommendations include expediting and/or looking

into the feasibility of technology-based initiatives, collaborating with relevant Mainland authorities to facilitate the cross-border movement of goods, differentiating Hong Kong from other GBA ports, setting aside land in strategic sites, and offering policy support including subsidies.

### **SMEs**

■ More than ever, government support is critical to ensure the well-being of SMEs as they are buffeted by global economic headwinds. To that end, we recommend that the Government provide funding and administrative assistance in several ways. These range from extending the validity of the SME Financing Guarantee Scheme, raising the

cumulative funding ceiling for the SME Export Marketing Fund, compiling online information on trade regulations and rules across foreign markets, facilitating SME lending by providing access to government data collected through the Commercial Data Interchange, and implementing accelerated payment programmes to promote cash flow.

■ It is also critical that SMEs be properly supported and equipped if Hong Kong's decarbonization objectives are to be realized given that they are an integral aspect of corporate value chains as a full accounting of emissions becomes increasingly mainstream. Measures to achieve this include funding, educational and administrative support from the government.



## Innovation & Technology (I&T)

■ **Planning:** In the short-term, focus should be given to promoting Hong Kong as a smart city. For the medium term, concrete strategies should be devised to bring to market existing technologies with emphasis on such areas as Web 3.0, virtual assets, blockchain, intellectual-property trading, and data modelling; as well as early preparation of priority zones for data centre development. Over the long term, the Government should look at rolling out measures that are aligned with national priorities.

■ **Startups:** Building on the success of existing policy measures, continuous support across the talent, financial, and technological pillars can help to further nurture the startup ecosystem in Hong Kong. There are opportunities to support the fintech ecosystem given the city's standing as an international financial centre and I&T hub. Our recommendations include, among others, creating a fintech job portal, establishing a centralized platform for fintech companies and private market investors to discover and engage with one another, and setting up a centralized database of pre-approved fintech companies to streamline vendor onboarding and level the playing field.

■ **Law Reform:** We look forward to the opportunity of contributing to the legislative amendment process on regulations relating to privacy, copyright, cybersecurity,

cybercrimes, and national security as and when these are considered.

■ **Asia Pacific Data Hub:** The business community hopes to see a more comprehensive and transparent strategy that considers data transfer viability between Hong Kong, Mainland China, and other major Asian markets such as India and Indonesia, where there are also emerging data localization rules. This is necessary to ensure that Hong Kong lives up to the promise of being a premier regional data hub.

## Livable City

Given that transport and buildings account for the lion's share of emissions in Hong Kong, the Chamber has put forward several recommendations aimed at accelerating the adoption of low-carbon goods vehicles, promoting the use of electric vehicles and public transportation, encouraging the use of Sustainable Aviation Fuel, expediting LNG bunkering as an interim fuel source for maritime shipping, and improving energy efficiency in buildings. The Chamber has also included suggestions for the implementation of a comprehensive waste management plan that takes into account the GBA, as well as recommendations to develop and retain local ESG talent and attract the best professionals from around the world as demand for corporate sustainability data disclosures, strategy formulation, and green finance products increases.







總商會早前向行政長官李家超提呈2023/24年度《施政報告》建議書，促請政府慎重考慮香港面對的重要議題，包括完善各項計劃應對人手持續短缺問題、引入措施增加房屋及土地供應，以及發揮香港的超級聯繫人角色和鞏固世界級金融中心的地位。建議書的重點建議綜合如下。

### 重建香港形象

香港要努力連繫海外市場，積極向外推廣自身優勢。我們希望當局能投放更多資源擴大香港經濟貿易辦事處在西方市場的網絡，以糾正國際社會對香港的誤解，同時向外推廣香港的正面形象。為此，任何推廣活動都應包括以下重要元素：

- 重申香港作為國際城市的地位，使之與其他內地城市（包括大灣區內其他城市）區別開來；
- 消除港區國家安全法引起的憂慮和誤解；以及
- 強調香港在「一國兩制」下享有無可比擬的優勢，能擔當連接內地與世界各地的超級聯繫人。

### 人力資本

我們歡迎政府最近優化「補充勞工計劃」，以助應對短期需求，具體措施包括從9月初起暫停執行有關計劃下26個職位類別一般不得輸入勞工的規定，為期兩年。不過，當局亦應考慮中長期的人力需要，確保香港未來有充足的技術人才供應。我們的建議包括：擴大力力庫，鼓勵婦女和年長僱員重返職場；優化現有的（再）培訓及勞工輸入計劃；完善教育制度，滿足數碼主導型經濟的需求。

### 土地及房屋

要改善香港的土地及房屋供應，總商會促請政府再次慎重考慮去年在《施政報告》建議書提呈的意見。短期而言，當局應優先落實下列措施：

- 撤銷遏抑樓市需求的「辣招」；面對當前的經濟環境，加上環球市場前景黯淡，這些措施已不再適用；
- 精簡和加快法定發展程序，以增加可發展用地的供應；
- 檢視法例、立法程序和機構職能，以期在發展目標與郊野康樂設施之間取得平衡；以及
- 推動市區更新，儘快降低強制售賣門檻。

### 金融服務

- 重點企業：要保持國際金融中心的地位，香港需要吸納各類機構投資者，例如對沖基金、退休基金和主權財富基金，為市場引入新血。政府應發揮香港的超級聯繫人優勢，為有意抓緊內地機遇的機構投資者搭橋鋪路，連繫地方政府。
- 人民幣國際化：現有的各項互聯互通機制應加以善用，以進一步推動人民幣成為國際貨幣。與此同時，當局應考慮推出不同措施吸引外商投資，例如在香港引入人民幣債券期貨市場，並為此制定發行人民幣債券的基準；透過政策措施提高人民幣在香港的流動性；以及吸引更多非內地債券發行商。
- 家族辦公室：為鼓勵及協助家族辦公室落戶香港，我們建議提供適時資訊，闡明在港設立家族辦公室享有的稅務優惠和相關優勢，並推





出財政寬減措施及相關計劃，以助香港發展成為慈善中心。

■ **財富管理**：我們促請政府完善現行的理財通計劃（WMC 2.0），包括檢討產品範圍和風險評級、投資額、銷售流程、諮詢流程及市場推廣。

■ **綠色及可持續金融**：世界各地正透過有意義的投資創造正面的環境效益，香港將可從中獲益。為此，當局應制定綠色金融路線圖或策略，並推出相關的政策措施，推動本地綠色金融發展。

## 旅遊業

我們就改善香港旅遊業提出了多項建議，致力發揮特區的既有優勢，例如世界級郊野公園、文化遺產和獨特魅

力。政府可迅速利用這些優勢吸引遊客，尤其是個人常客等高效益旅客。我們提倡：透過社交媒體推廣全港18區的傳統節日及盛事；完善郊區交通服務，使新界和離島的郊野公園和康樂場地更方便易達；把握香港海上康樂環境提供的機遇；提升旅遊基建設施（硬件和軟件）；預防過度旅遊問題；以及為市場主導的夜市經濟做好規劃，以促進可持續發展。

## 物流及運輸

政府應繼續為貿易和物流業提供政策支持，確保這些支柱產業維持穩健。本會的建議包括：加快及／或研究技術方案的可行性；與內地相關部門合作，促進跨境貨物流動；鞏固香港定位，使之從其他大灣區港口區分出

來；在戰略地點預留土地；以及提供補貼等政策支持。

## 中小企業

■ 面對全球經濟逆風，中小企比以往任何時候更需要政府的支持，才能維持經營。因此，我們建議政府透過不同方式提供資助和行政支援，例如延長「中小企融資擔保計劃」的申請期限、提高「中小企業市場推廣基金」的累計資助金額上限、把不同海外市場的貿易法例和規則編纂成網上資料、透過「商業數據通」提供政府收集所得的數據以助中小企借貸，以及推出加速付款計劃促進資金周轉。

■ 要實現香港的減碳目標，中小企業必須得到適切的支援，而且有充分的準備。隨着全面審計排放量的做法日





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漸普及，而中小企是企業價值鏈不可或缺的組成部分，因此協助他們減碳十分重要，政府資助、教育和行政支援都是可行的措施。

### 創新科技（創科）

■ **規劃：**政府在短期內應集中推動香港發展為智慧城市。中期方面，當局應制定具體策略，為市場引入現有技術，重點領域包括第三代互聯網（Web3）、虛擬資產、區塊鏈、知識產權貿易和數據建模等，並儘快就數據中心的發展制定優先範疇。長遠而

言，政府應研究推出與國家發展方針一致的措施。

■ **初創企業：**在政策措施的成功基礎上，當局可在人才、金融和科技方面持續提供支援，進一步完善香港的初創生態系統，尤其是促進金融科技生態系統發展，以發揮香港作為國際金融中心和創科樞紐的角色。我們提倡設立金融科技就業網上平台、建立中央平台助金融科技企業與私人市場投資者互相認識和交流，以及設立中央數據庫記錄獲得預先批核的金融科技企業的資料，以精簡供應商的市場准入程序，並提供公平競爭環境。

■ **法律改革：**政府將考慮就有關私隱、版權、網絡安全、網絡罪案和國家安全的法例提出修訂，我們冀有機會為修例過程出一分力。

■ **亞太區數據樞紐：**隨着亞洲多國陸續實施數據本地化規定，商界期望政府能就香港、中國內地及印度、印尼等其他主要亞洲市場之間的數據轉移制定更全面和具透明度的策略，確保香港發揮作為地區領先數據中心的功能。

### 宜居城市

由於交通運輸和建築物是香港碳排放的最大來源，總商會提出多項建議，旨在加快採用低碳貨車；推廣使用電動車和公共交通工具；鼓勵採用可持續航空燃油（SAF）；加快建設液化天然氣加氣站，為海運業提供過渡燃料；以及提高建築物能源效益。本會亦提議推行全面的廢物管理計劃，發揮大灣區的協同效應。隨着市場對企業可持續數據的披露、策略制定和綠色金融產品的需求上升，我們提倡培育和保留本地的環境、社會及管治（ESG）專才，同時吸納全球各地的優才。





# 締造家庭友善工作間

## Create a Family-friendly Workplace



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

Implementing **family-friendly** employment practices can assist employees in balancing their **work** and **family** responsibilities. It can also help employers build motivated work teams and enhance the competitiveness of the enterprises.



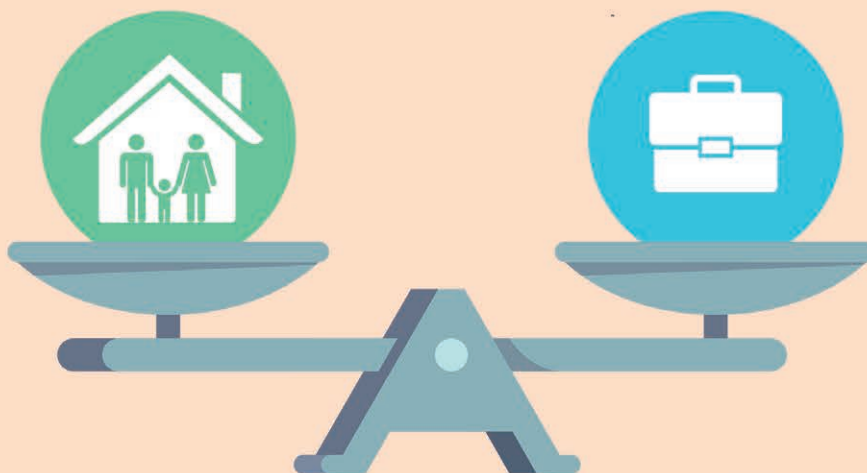
**靈活的工作安排**  
Flexible work arrangements



**配合員工家庭需要的特別假期**  
Special leave to meet employees' family needs



**提供生活上的支援**  
Support for the employees and their families



勞工處  
Labour Department



## 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

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Issuing the most COs  
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### 代辦領事認證

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One-stop-shop services



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### Certification of Documents

The key to document  
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Debate  
Hall

Lounge







## 實名企業認證

提升企業聲譽

## 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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# Hong Kong: Belt & Road Super Highway

## 香港：一帶一路的高速公路

The Belt & Road Summit 2023 has successfully strengthened Hong Kong's role on the global stage and opened doors to further business opportunities and bilateral investment in the Middle East and ASEAN

2023年度「一帶一路高峰論壇」成功提升香港在國際舞台的地位，亦打開了中東和東盟的雙邊貿易投資大門

**The recently concluded Eighth Belt & Road Summit was one of the largest iterations yet, attracting over 6,000 government officials, business leaders, entrepreneurs and start-ups from 70 countries and regions along the Belt & Road. This time, the annual symposium featured a brand new section dedicated to the Middle East, drawing top experts and speakers as well as a range of investment projects from the region.**

Held on 13-14 September and organized by the HKSAR Government and the Hong Kong Trade Development Council (HKTDC) under the theme "Prospering on a Decade of Collaboration," the summit also commemorated the 10<sup>th</sup> anniversary of China's Belt & Road Initiative (BRI). As home to new markets seeking investment and expertise, the BRI gives businesses deeper access to the Mainland, South-east Asia and the Middle East. For developing and emerging economies in these

regions, the resulting investments serve to accelerate development across traditional industries and emerging sectors.

The summit's success comes on the back of Chief Executive John Lee's tours of the Middle East and Southeast Asia earlier this year, as Hong Kong seeks to reduce dependence on Western markets and build new links with emerging economies.

Addressing the event's opening session, Lee noted that the number of foreign ministers attending, and the number of MoUs signed were bigger than that of any previous edition. "These record-breaking numbers are compelling confirmation that Hong Kong has returned to the world's centre stage," he said, adding that Hong Kong was a Belt & Road "Super Highway."

ASEAN Secretary-General Kao Kim Hourn, Aset Irgaliyev, Chairman of Kazakhstan's Agency for Strategic



The summit's debut Middle East Forum delved into the trade and investment prospects in the Middle Eastern market. 今屆論壇首設「中東專場」，探討中東市場的貿易投資前景。

Planning and Reforms, as well as Rizal Affandi Lukman, Senior and Special Staff to the Coordinating Minister for Economic Affairs of Indonesia, also gave keynote speeches.

### An International Platform

A total of 21 MoUs were signed between government bodies and companies from Hong Kong, the Mainland and ASEAN members such as Malaysia, Vietnam, Indonesia, Thailand. The agreements covered areas including renewable construction resources, sustainable energy, R&D, infrastructure, logistics and more. MoUs were also inked with Bahrain, Saudi Arabia and the United Arab



# Outlook in the Middle East Market

## 中東市場商貿前景



Chief Executive John Lee addresses the opening session of the Eighth Belt and Road Summit.  
行政長官李家超為第八屆「一帶一路高峰論壇」致開幕辭。

A total of 21 MoUs were signed between companies from Hong Kong, the Mainland, and ASEAN nations like Malaysia, Vietnam, Indonesia and Thailand. 來自香港、內地及馬來西亞、越南、印尼和泰國等東盟國家的企業簽署合共21份合作備忘錄。

### 8<sup>th</sup> BELT and ROAD SUMMIT | 第八屆 一帶一路 高峰論壇 | 13-14/9/2023

## MoU Exchange Ceremony 合作備忘錄交換儀式







Chan Pak-wai, Director of the Hong Kong Observatory, exchanged an MoU with representatives from the China Meteorological Administration.  
香港天文台台長陳栢緯與中國氣象局代表交換合作備忘錄。

Director of Environmental Protection Samuel Chui signed an MoU with a representative from the Central Environmental Authority of Sri Lanka.  
環境保護署署長徐浩光與斯里蘭卡中央環境局代表簽署合作備忘錄。

Emirates to strengthen Hong Kong-Middle East ties.  
“The 10-year milestone of the Belt & Road Initiative coincides with Hong Kong’s drive for economic recovery in the post-pandemic era,” stated Chamber Chairman Betty Yuen. “With multilateral cooperation extremely important at this juncture, the summit has served as an important conduit for

new connections with emerging markets, while cementing Hong Kong’s status as a strategic super-connector.”  
Edmond Yue, Convenor of the Chamber’s Belt & Road Working Group, said Hong Kong’s position as a gateway between the Mainland, Greater Bay Area (GBA) and the rest of the world is crucial to the BRI.

“Hong Kong’s role as a super-connector and gateway to the GBA is vitally significant for the region, the Mainland and Hong Kong itself,” said Yue. “Hong Kong needs to consolidate its status as an international financial, trade and shipping centre and to strengthen its role as a global tech hub, deepen ties, and break new grounds with the GBA to seek mutually beneficial cooperation from the ever-developing Mainland economy.”

**“With multilateral cooperation extremely important at this juncture, the summit has served as an important conduit for new connections with emerging markets, while cementing Hong Kong’s status as a strategic super-connector.”**

「多邊合作在這個時刻至關重要，而峰會提供了重要渠道，讓我們與新興市場建立聯繫，同時鞏固香港作為超級聯繫人的策略性地位。」

— Betty Yuen  
Chairman of The Chamber  
—— 阮蘇少淵  
總商會主席



### Debut Middle East Forum

For the first time, the summit featured a forum dedicated to the Middle East, which focused on opportunities for collaboration in the region. In a session titled “Business and Investment Outlook in the Middle East Market,” hosted by Ronnie C. Chan, Chairman of Hang Lung Properties Limited, guests including Nicolas Aguzin, CEO of Hong Kong Exchanges and Clearing Limited, and Hossam Heiba, President of the General Authority for Investment & Free Zones, discussed the various prospects of the Middle East market.  
UAE Economy Minister Abdulla bin Touq Al Marri and Rania Al-Mashat, Egypt’s International Cooperation





At the Middle East Forum, Rania Al-Mashat, Egypt's Minister of International Cooperation, shared her insights on the region's potential.

在「中東專場」，埃及國際合作部部長Rania Al-Mashat分享對地區發展潛力的見解。



Fahd bin Abdulmohsan Al-Rasheed, Advisor, General Secretariat of the Council of Ministers of Saudi Arabia.

沙特阿拉伯部長理事會總秘書處顧問Fahd bin Abdulmohsan Al-Rasheed。

Minister, took part in the first policy dialogue, titled "Tapping into the Potential of the Middle East" and hosted by Christopher Hui, Secretary for Financial Services and the Treasury.

"Egypt and Mainland China have cooperated on trade infrastructure for a long time," said Al-Mashat, adding that China had invested extensively in port and industrial-park infrastructure in the Suez Canal Economic Zone, including in manufacturing and technology projects. "There is a fundamental overhaul in sustainable infrastructure and the global value chain, with developments in such areas as bunkering and logistics," she said.

Al Marri said the UAE wanted to switch from a linear to a circular economy, continually recycling resources. One scheme the country was working on was "Fry to Fly," where an industrial plant converted used cooking oil into aviation fuel. Like Hong Kong, both tourism and aviation were vital for the UAE, said Al Marri, adding that each sector accounted for 14% of the UAE's GDP. "The Chamber has allocated a new area of focus at the geographic committee level to seek

comprehensive business interests and opportunities in countries in the Middle East," said Yue. "This course of action coincides with the summit's emphasis on the Arab world, including countries such as Saudi Arabia and Iran, as well as Islamic nations among the 30 countries along the Belt & Road."

### Catalyst for Cooperation

The second policy dialogue, "Belt & Road Initiative as a Catalyst for Regional Cooperation and Development," was hosted by Algernon Yau, Secretary for Commerce and Economic Development. Focusing on market integration and connectivity among economies, it featured top officials from ASEAN and Europe including Péter Szijjártó, Minister of Foreign Affairs and Trade of Hungary, and Datuk Mohamad Alamin, Malaysia's Deputy Minister of Foreign Affairs.

The business plenary, "Fostering Business Collaboration along the Belt & Road through Hong Kong," led by Antony Leung, Chairman of the Nan Fung Group and Group Chairman and Co-founder of New Frontier Group, offered a detailed look at how growth momentum in

the Guangdong-Hong Kong-Macao-GBA could propel BRI development. Guest speakers included Jeffrey Cheah, Founder and Chairman of Sunway Group; Jean-Pascal Tricoire, Chairman of Schneider Electric; and Wang Haihui, Director and General Manager of China Communications Construction Company Limited.

### Encouraging Future Leaders

During the Youth Chapter, young business leaders and start-up founders came together to discuss Belt & Road opportunities. It was attended by around 150 awardees of the Belt & Road Scholarship, Youth Development Commission (YDC) Youth Ambassadors, and university graduates.

### Thematic Break-out Sessions

The summit also included several independent seminars on topics from green finance to innovative technology. These were held in collaboration with the Department of Justice, Development Bureau, Financial Services Development Council, Insurance Authority, Hong Kong Monetary Authority, Hong Kong Science and Technology Parks Corporation and Cyberport.





Abdulla Bin Touq Al Marri, the UAE's Minister of Economy, said he hoped to deepen ties between Hong Kong and the UAE.  
阿聯酋經濟部部長Abdulla Bin Touq Al Marri希望加深香港與阿聯酋的聯繫。



The Chief Executive is shown around the exhibition area at the summit.  
行政長官參觀論壇的展覽專區。

第八屆「一帶一路高峰論壇」最近圓滿閉幕，吸引逾6,000名來自70個「一帶一路」沿線國家和地區的代表出席，包括政府官員、商業領袖、企業家及初創企業代表，規模為歷屆之冠。本年度論壇首設中東專場，邀得多名頂尖專家和講者介紹區內投資項目。

論壇由香港特區政府及香港貿易發展局（貿發局）於9月13至14日主辦，以「攜手十載 共建共贏」為主題，慶祝「一帶一路」倡議十周年。「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，企業可透過「一帶一路」倡議，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，外來投資有助加快傳統和新興產業的發展。

香港正着力減少依賴西方市場，並積極與新興經濟體建立聯繫。為此，行政長官李家超今年較早前先後出訪中東和東南亞，為峰會的成功奠定了基礎。

李家超在開幕致辭時指出，與會的外長人數和簽署的合作備忘錄數量均創下歷屆新高。他說：「破紀錄的數字充分證明香港已重返國際舞台中心」，又形容香港是一帶一路的「高速公路」。

東盟秘書長高金華、哈薩克斯坦策略規劃與改革局主席Aset Irgaliyev及印尼經濟統籌部長高級特別幕僚Rizal Affandi Lukman亦發表主題演講。

## 國際平台

香港、內地及東盟成員國（包括馬來西亞、越南、印尼和泰國）的政府機構和企業合共簽署了21份合作備忘錄，涵蓋可再生建築資源、可持續能源、研究與開發、基建及物流等領域。此外，香港亦與巴林、沙特阿拉伯和阿聯酋簽署合作備忘錄，加強香港與中東地區的聯繫。

總商會主席阮蘇少涓表示：「『一帶一路』倡議十周年是重要的里程碑，正好配合本港的疫後經濟復蘇。多邊合作在這個時刻至關重要，而峰會提供了重要渠道，讓我們與新興市場建立聯繫，同時鞏固香港作為超級聯繫人的策略性地位。」

總商會一帶一路工作小組召集人余國賢表示，香港作為內地、大灣區與世界各地之間的門戶，對「一帶一路」倡議舉足輕重。

余國賢解釋：「香港作為大灣區超級聯繫人和門戶的角色，對大灣區、內地及本港同樣重要。我們要鞏固國際金融、貿易和航運中心的地位，並加強全球科技樞紐的角色，與大灣區加深聯繫，共創新猷，在內地經濟持續發展的進程中尋求互利合作。」

## 全新中東專場

今屆高峰論壇首設中東專場，聚焦區

內合作機遇。其中一個專題分組論壇以「中東市場商貿前景」為主題，由恒隆地產有限公司董事長陳啟宗主持，邀得香港交易所集團行政總裁歐冠昇、埃及投資與自由區總局主席Hossam Heiba等嘉賓，全方位剖析中東市場前景。

阿聯酋經濟部部長Abdulla bin Touq Al Marri和埃及國際合作部部長Rania Al-Mashat為第一場「政策對話環節：發掘中東潛力」擔任演講嘉賓，與主持人財經事務及庫務局局長許正宇分享灼見。

Al-Mashat表示：「埃及與中國內地在貿易基建領域合作已久。」中國廣泛投資於蘇伊士運河經濟區的港口和工業園基建，包括製造業和科技項目。她說：「隨着燃油供應和物流等領域不斷發展，可持續基建和全球價值鏈正經歷重大變革。」

Al Marri指出，阿聯酋希望從線性經濟轉為循環經濟，持續循環使用資源。例如當地正推行一項名為「Fly to Fly」的計劃，由工廠將廢棄食用油轉化為航空燃料。Al Marri認為阿聯酋與香港相似，旅遊和航空業均對經濟發展起着重要作用，各自為國家貢獻14%的GDP。

余國賢說：「總商會在地區委員會層面加入了新的關注地區，致力探索中東國家的商業潛力和發展機遇；適逢今屆高峰論壇以阿拉伯世界為焦點，



# 法定產假由10個星期延長至14個星期

## Extension of Statutory Maternity Leave from 10 Weeks to 14 Weeks



- ✓ 根據《2020年僱傭（修訂）條例》（《修訂條例》），合資格女性僱員於2020年12月11日或之後分娩可享**有14個星期的產假**。

According to the Employment (Amendment) Ordinance 2020 (Amendment Ordinance), eligible **female employees whose confinement occurs on or after 11 December 2020 are entitled to 14 weeks' maternity leave (ML)**.

### 重點：

#### Key Features:

- ✓ 《修訂條例》延長《僱傭條例》（第57章）下的產假四個星期，讓合資格僱員在緊接10個星期的產假之後連續放取；並維持以現時法定產假薪酬的比率（即僱員每日平均工資的五分之四），計算就延長產假須支付的法定產假薪酬，以**每名僱員80,000元為上限**。

The Amendment Ordinance extends ML under the Employment Ordinance (Cap. 57) by four weeks, which should be taken by the employee continuously after the 10 weeks' ML, if so entitled. The current statutory rate of maternity leave pay (MLP) (i.e. four-fifths of the employee's average daily wages) is maintained for calculating the additional MLP payable in respect of the extension of the ML, **subject to a cap of \$80,000 per employee**.

- ✓ 僱主須在正常糧期支付《修訂條例》下的新增四個星期產假薪酬（即第11個至第14個星期），之後**僱主可透過報銷形式向政府申領發還該筆已支付的產假薪酬**，詳情請參閱勞工處編製有關「發還產假薪酬計劃」的資料。

Employers are required to pay the additional four weeks' MLP (i.e. 11<sup>th</sup> to 14<sup>th</sup> week) under the Amendment Ordinance on the normal pay day. Afterwards, **employers may apply to the Government for reimbursement of such MLP paid**. For details, please refer to the relevant information of the Reimbursement of Maternity Leave Pay Scheme published by the Labour Department.







Chamber Chairman Betty Yuen, LegCo representative Jeffrey Lam and CEO Patrick Yeung on the first day of the summit, with Ali HM Makki, CEO of Kilimanjaro Power, a UAE renewable energy development firm looking into opening an office in Hong Kong. 總商會主席阮蘇少涓、立法會代表林健鋒及總裁楊偉添與阿聯酋可再生能源開發商 Kilimanjaro Power 總裁 Ali HK Makki 會面，該公司有意來港開設辦事處。

Some 150 students, including recipients of the Belt and Road Scholarship, Youth Development Commission (YDC) Youth Ambassadors and graduate students from various tertiary institutions, participated in the summit. 約150名「一帶一路獎學金」得獎學生、青年發展委員會青年大使及多間大專院校的研究生參與高峰論壇。

可謂不謀而合，而這些地區包括沙特阿拉伯、伊朗及其他30個『一帶一路』沿線伊斯蘭國家。」

### 推動合作

第二場政策對話環節的主題為「『一帶一路』推動區域合作與發展」，由

商務及經濟發展局局長丘應樺主持，集中探討經濟體之間的市場融合和互聯互通。多位東盟和歐洲高官應邀演講，包括匈牙利外交與對外經濟部長 P ter Sziij rt 及馬來西亞外交部副部長拿督Mohamad Alamin。

主論壇以「香港促進共建『一帶一路』商貿合作」為主題，由南豐集團

董事長及新風天域集團董事長兼聯合創始人梁錦松帶領討論，邀來雙威集團主席兼創辦人謝富年、施耐德電氣集團董事長趙國華，以及中國交通建設集團有限公司總經理王海懷，分析粵港澳大灣區的增長勢頭如何推動「一帶一路」倡議發展。

### 未來領袖

在「青年專章」環節，多位青年商業領袖和初創企業創辦人聚首一堂，探索「一帶一路」機遇。約150名「一帶一路獎學金」得獎學生、青年發展委員會青年大使及大專院校研究生獲邀參與論壇。

### 專題分組論壇

高峰論壇亦設有多個獨立研討會，討論綠色金融及創科等議題。合辦機構包括：律政司、發展局、香港金融發展局、保險業監管局、香港金融管理局、香港科技園公司，以及數碼港。

**“The Chamber has allocated a new area of focus at the geographic committee level to seek comprehensive business interests and opportunities in countries in the Middle East.”**

「總商會在地區委員會層面加入了新的關注地區，致力探索中東國家的商業潛力和發展機遇。」

— Edmond Yue  
Convener of HKGCC's Belt & Road Working Group  
— 余國賢  
總商會一帶一路工作小組召集人







Hong Kong General Chamber of Commerce  
香港總商會1861

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# Retail Outlook: Hong Kong and China

## 香港及中國內地 零售業展望



Increasing tourist numbers are expected to give Hong Kong's retail scene a boost, while online sales and luxury spending in China are forecast to remain stable

訪港遊客增加可望帶動香港零售業，中國網上銷售額及奢侈品消費將維持穩定

**Influenced by various positive factors, total retail sales in Hong Kong and the Mainland increased by 20.7% and 8.2% respectively in the first half of 2023 compared to the same period last year. Looking ahead, medium- and long-term forecast for Hong Kong and China's consumer market is positive.**

With Hong Kong and the rest of the world returning to normal and borders reopening, the number of tourists coming to Hong Kong, especially those from the Mainland, has been gradually increasing. The distribution of consumption vouchers by the Government in April and July also helped to stimulate the local retail sector. PwC Hong Kong expects annual retail sales

to increase by 17% to HK\$408 billion. However, it will take at least 12 to 18 months – assuming no new major issues affect the global economy – to reach the level of retail sales prior to the outbreak of Covid-19.

Despite the strong rebound of Hong Kong retail, with sales of over 20% increase in the first half of 2023, the outlook for the second half seems to be lacklustre. With many Hong Kong residents adopting revenge travelling behaviour as a result of revival of outbound tourism, this has affected local consumption. Concurrently, the number of tourists coming to Hong Kong has not increased as rapidly as expected, and Mainland tourists

are not replicating the consumption patterns and spending power prior to the border closures. For instance, they are now looking for deep cultural experiences, concerts and sports events.

Tourists will continue to be the key driver of Hong Kong's retail sales. Campaigns organized by the Government and supporting organizations, such as "World of Winners" and "Happy Hong Kong," should help drive local consumption and add to the economy. The retail and tourism industries can explore more diverse content, themes and services to enhance the Hong Kong brand and attract more consumers. The Government could also try to attract more Southeast Asian





tourists, tap into the region's growing travel demand, diversify its visitor base and leverage the economic opportunities presented by the region's emerging middle class.

During the first half of the year, China's retail market staged a gradual recovery, mainly driven by catering services, luxury, apparel and footwear, with total retail sales of RMB 22.8 trillion. Despite concerns over the strength and duration of economic recovery, the country's retail sector is largely stable, with final consumption expenditure contributing over 77% of economic growth.

China's economic normalization also presents a good opportunity for foreign brands to establish a local presence, and for domestic brands to diversify outside of the country by leveraging cross-border ecommerce. With greater brand mobility and of Chinese consumers eager to resume their pre-pandemic routines,

including in-store shopping and travel, competition is becoming more intense. It revolves around brands' ability to deliver superior customer experience and manage various points of friction along the purchase journey.

However, Chinese consumers continue to feel the pinch of financial uncertainty, underscored by less optimistic job prospects. As such, they are tightening their belts to rebalance spending across different categories. According to PwC Global Consumer Insights Survey China report 2023, a majority of surveyed consumers plan to adopt some form of cost-saving behaviour over the next six months.

Online shopping has become a habit for many, with people using platforms such as HKTvmall, price.com, Amazon, Zalora, Taobao or social media. Developing both online and offline sales has become a winning formula for traditional

retailers. Customers can physically experience and purchase goods at physical stores, while launching online stores can also meet the needs of customers who prefer to shop from home. As of June 2023, Hong Kong's online sales dropped from HK\$15.6 billion to HK\$14.7 billion, accounting for 7.1% of overall sales, compared with 9.2% in the same period last year. On the other hand, as the largest e-commerce market globally, China's online sales recorded RMB 6.1 trillion during the first half of 2023. Besides Taobao and JD, the top two traditional retail platforms, TikTok and Pinduoduo have also become popular among Chinese consumers.

Looking ahead, as Hong Kong's aviation sector continues to recover, the number of inbound tourists is expected to increase. By the end of the year, Mainland tourists should rebound to about 60% of the level before 2019, reaching an expected





total of 20–25 million visitors over the year. Moreover, benefiting from the gradual recovery in tourism and demand related to a propitious year for marriage, we expect that the luxury industry in Hong Kong – including jewellery, cosmetics and department stores – will grow by over 40% from last year. Luxury spending in China also remains intact despite a lower net increase compared to other categories, with more purpose-led purchases motivated by the feel-good factor and the desire to keep up with trends, and as a store of value or investment.

All in all, retailers can carve out new paths for achieving sustainable growth and success by unlocking the power of brand story-telling and transcending non-price attributes across borders. Successful approaches may include reducing the price-experience gap to foster brand loyalty while balancing cost and benefits beyond technology hype.

**受各種正面因素影響，2023年上半年香港合計的零售業總銷貨價值及中國內地社會消費品零售總額較去年同期分別上升20.7%及8.2%。展望未來，香港及中國消費市場的中長期前景樂觀。**

隨着香港和世界各地復常及邊境重新開放，訪港遊客（包括內地遊客）人數逐漸增加。政府於4月及7月發放消費券，亦有助刺激本地零售業。羅兵咸永道香港預計全年零售額增長17%至4,080億港元；不過，假設沒有任何影響全球經濟的重大問題發生，預料至少亦需要12至18個月，零售業總銷貨價值才能恢復至疫情前水平。

儘管香港零售業強勁反彈，2023年零售業總銷貨價值上半年增長超過20%，但下半年前景似乎仍不明朗。由於出境旅遊復蘇，許多香港居民採取報復式旅遊行為，導致本地消費下降。與此同時，訪港遊客人數的增長未如預期快速，內地遊客來港的消費模式及消費力亦與以往有所不同，例如他們現在較傾向參與深度文化體驗、演唱會及體育賽事。

旅客將繼續是本港零售業的主要推動力。政府和支持機構舉辦的活動如「飛遇世界鉅賞」和「開心香港」等，有助帶動本地消費和經濟。零售與旅遊業應

發掘更多元化的內容、主題和服務，提升香港品牌來吸引客源。政府應着力吸引更多東南亞遊客，以利用該區不斷增長的旅遊需求，擴大客群，並把握東南亞新興中產階級帶來的經濟機遇。

今年上半年，中國零售市場逐步復蘇，主要由餐飲、奢侈品、服裝鞋類帶動，社會消費品零售總額為22.8萬億元人民幣。儘管人們對經濟復蘇的力度和持續性感到擔憂，惟國內零售業基本穩定，最終消費支出對經濟增長的貢獻率超過77%。

中國經濟復常是良好的契機，既可為外國品牌在中國建立影響力，亦有助內地品牌透過跨境電子商務在國外進行多元化發展。隨着品牌流動性加強，以及中國消費者渴望復常（包括到店購物和旅行），競爭變得日趨激烈，重點取決於品牌能否提供卓越的客戶體驗和妥善管理購物旅程。

不過，中國消費者繼續感受到經濟不穩的壓力，加上就業前景不樂觀，因此正在縮減開支，重新平衡不同類別的支出。根據羅兵咸永道《2023年全球消費者洞察調查中國報告》指出，大多數受訪消費者計劃在未來六個月內以各種形式來節省開支。



隨着消費者使用HKTVmall、price.com、亞馬遜、Zalora、淘寶或社交媒體等平台上網購物，網購已成為不少人的生活習慣，發展線上線下銷售成為傳統零售商的致勝之道。顧客可到實體店親身體驗和選購貨品，零售商同時開設網店則可滿足喜愛安坐家中購物的顧客。截至2023年6月，香港網上銷售額從156億港元下降至147億港元，佔總銷售額的7.1%，較去年同期的9.2%有所下降。另一方面，中國作為全球最大的電商市場，2023年上半

年網絡銷售額達到6.1萬億人民幣。除了淘寶、京東兩大傳統平台，抖音、拼多多也成為中國消費者的熱門選擇。

展望未來，本港航空和接待能力持續恢復，入境旅客將進一步增加，預計內地遊客人次於今年底可回復至疫情前約六成，全年有望達到2,000至2,500萬人次。此外，受惠於旅遊業逐步復蘇，加上婚嫁好年相關的需求帶動，我們預計包括珠寶首飾在內的奢侈品行業、化妝品和百貨公司將較去年增

長達四成以上。中國的奢侈品消費與其他類別相比淨增長較低，但亦保持穩健，購買目的更多出於感覺良好因素、跟上潮流趨勢的慾望，以及作為保值或投資工具。

總而言之，為實現可持續增長和成功，零售商應說好品牌故事，並發掘打破地域界限的非價格屬性。要達至成功，方法包括：縮小價格體驗差距，以培養顧客對品牌的忠誠度，同時在發展科技體驗之外平衡成本與收益。

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Any employer who, without reasonable excuse, delays or fails to give notice of an accident or makes or furnishes any false or misleading statement or information to the Commissioner for Labour is liable to prosecution and, upon conviction, to a maximum fine of \$50,000.

《僱員補償條例》規定，僱主在工傷意外發生或僱員患上該條例指明的職業病後，不論該意外或職業病是否引起任何支付補償的法律責任，僱主必須向勞工處呈報。工傷意外或職業病個案須於14天內呈報，死亡個案須於7天內呈報。

The Employees' Compensation Ordinance provides that an employer must notify the Labour Department of any accident or prescribed occupational disease, irrespective of whether the accident or the occupational disease gives rise to any liability to pay compensation. Work injury or occupational disease cases should be reported in 14 days' time while the fatal cases in 7 days' time.



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# Avoiding Potential Legal Pitfalls

## 避免潛在法律陷阱

As members of trade and professional associations, companies should be aware of possible liability in terms of competition concerns and market conduct

企業作為行業和專業協會的成員，應注意當中涉及的競爭疑慮和市場行為會否構成法律責任

**As a business, you are probably a member of a trade or professional body that represents your interests as well as that of other firms in your industry or service sector. These bodies provide valuable services for their members, such as providing a sounding block for proposed regulatory initiatives affecting the sector, coordinating responses from members to such regulatory initiatives, organizing industry events, collating and sharing industry data and information, and so on.**

However, because members of these bodies are, by definition, competitors, their participation in such bodies involves certain risks under the Competition Ordinance, for both the bodies themselves and their members. This is particularly the case if such bodies make recommendations to members which might affect their market conduct. A recent announcement by the Hong Kong Competition Commission (“the Commission”) makes this clear.

### Commission’s Intervention

On 12 July 2023, the Commission announced that it had approached

the Hong Kong Taxi and Public Light Bus Association to stop the Association’s practice of recommending to its taxi-owning members the rental fees that they charge to taxi drivers.<sup>1</sup> The Commission believes that, because such recommendations by associations can influence the fees which members charge to customers (in this case to taxi drivers), they potentially restrict competition between members on fees. Such a recommendation by the association could therefore result in it being in breach of the Competition Ordinance. If the members decide to implement the recommendation, they could also be in breach.

In this case, the Association agreed to stop its practice of recommending rental fees to its members, and instead will switch to issuing consolidated quarterly data on past taxi rental fees, in an anonymized format, for members’ reference, thus removing any competition concerns.<sup>2</sup>

### Legal Basis for Intervention

Section 6 of the Competition Ordinance (the so-called “First Conduct Rule”) does not just prohibit agreements between

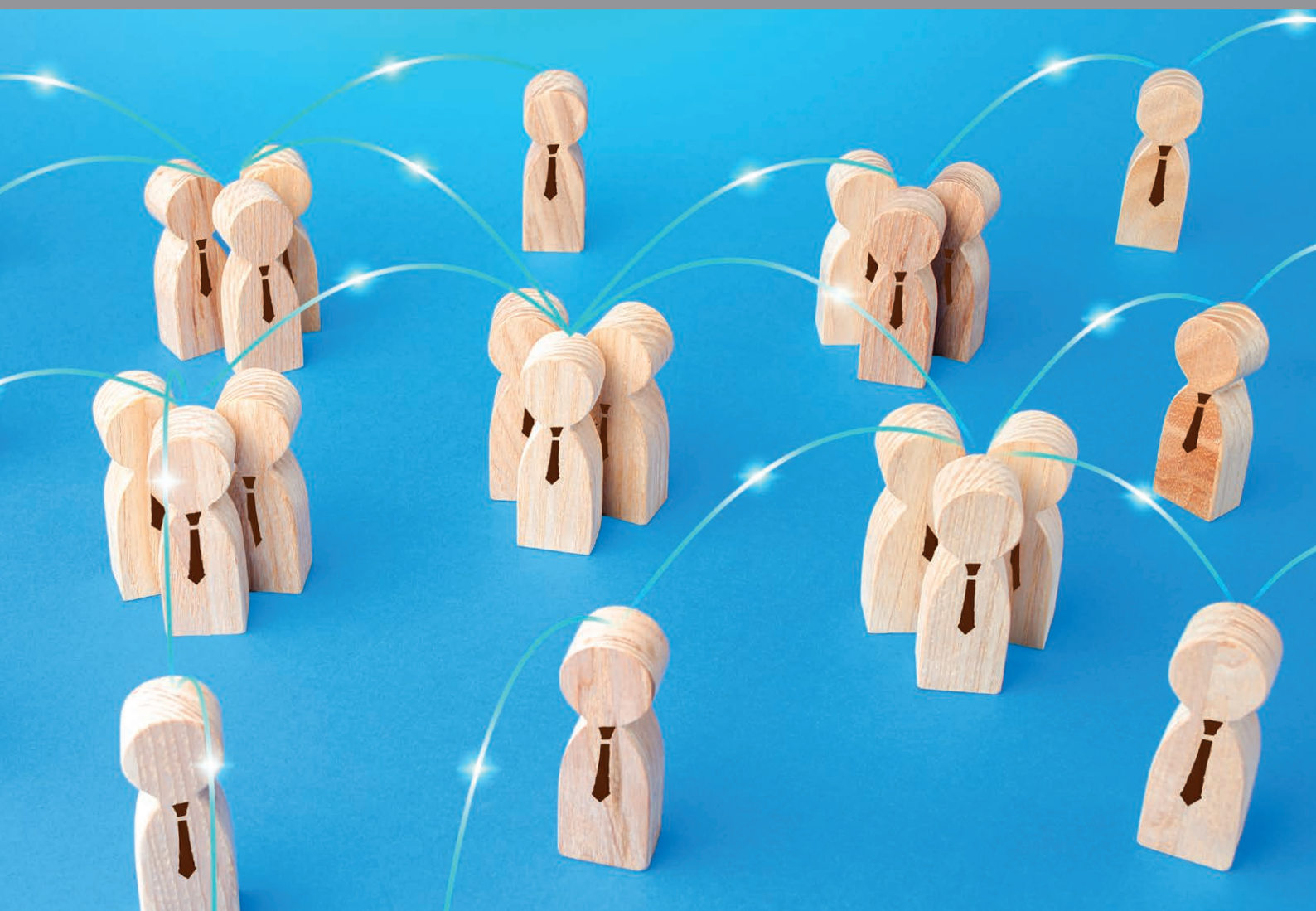
business that have the “object or effect” of harming competition. It also prohibits them, as members of an association of businesses, from making or implementing a decision of the association that has this object or effect.

In its Guideline on the First Conduct Rule (available on the Commission’s website),<sup>3</sup> the Commission states: “Where undertakings, as members of an association of undertakings, make or give effect to a decision of the association of undertakings which has the object or effect of harming competition, **the undertakings and the association may both incur liability under the Ordinance.**” (emphasis added)<sup>4</sup>

In the practical, hypothetical example which follows this statement in the Guideline, the Commission makes two other important comments:

- The example concerned a trade association’s recommendation to its members to increase the price of a product by a certain amount. This, the Commission said, was a decision of the association that had the “object” of harming competition contrary to the Ordinance. This meant that there was no need to analyze the actual effect of the





recommendation (i.e. what effect, if any, the recommendation had on competition in the market). The mere fact that the association had made the recommendation, and that one or members had implemented it, was enough for all of them to incur liability under the Ordinance.

- The Commission considers that such a recommendation would (because it concerned price) constitute “serious anti-competitive conduct” under the Ordinance. This means that it could bring proceedings in the Tribunal directly

against the association (and any members who implemented the recommendation) directly, without giving them the opportunity first to rectify the conduct. It also means that the association, and any of its members which implemented the recommendation, could be liable to high financial penalties and other sanctions, including potential disqualification of directors.

Most, if not all, businesses in Hong Kong know that if they discuss or agree pricing (among other issues) directly with their competitors, this

will be treated as a serious breach of the Competition Ordinance and be subject to severe sanctions. This is the case whether or not the discussions take place in the context of a meeting of a trade or professional body. What this case indicates is that, even if the members of a trade or professional body do not discuss or agree pricing issues between themselves directly, but implement a recommendation or decision by the body on pricing, it will be treated as seriously as if the members had agreed the pricing between themselves directly.



## Practical Implications

It remains to be seen whether the Commission's interpretation of the Ordinance, as discussed in the previous section, will be shared by the Competition Tribunal (whose view would prevail over the Commission's if there was a conflict between them). However, it would be prudent for both associations and their members, in the meantime, to assume for compliance purposes that the Commission's view is correct. The following practical lessons should therefore be drawn:

- Associations should avoid making any decisions or recommendations which may influence how their members compete with each other, particularly on price. Associations should keep their terms of reference and meeting agendas under review to ensure that this does not happen.
- Members should continue to avoid discussions with their competitors on pricing, or their commercial intentions generally, whether in the context of a trade or professional body meeting or otherwise. If they do receive a decision or recommendation of the body on pricing, or on other matters that might influence their market conduct, they should think very carefully before implementing it, and take legal advice if necessary.

企業很多時會加入行業或專業協會，這些組織代表了企業及所屬行業或服務界別中其他公司的權益，並為成員提供各種實用服務，例如就影響業界的建議規管措施諮詢意見，綜合成員對這些規管措施的回應，舉辦行業活動，以及歸納並分享行業數據和資訊等。

不過，鑑於這些組織的成員互為競爭對手，對組織本身及其成員來說，參與組織涉及《競爭條例》下的若干風險，尤其是組織向成員提出建議時，或會影響成員的市場行為。競爭事務委員會（競委會）最近發出通告，清楚說明了有關情況。

**Because members of these bodies are, by definition, competitors, their participation in such bodies involves certain risks under the Competition Ordinance, for both the bodies themselves and their members. This is particularly the case if such bodies make recommendations to members which might affect their market conduct.**

**鑑於這些組織的成員互為競爭對手，對組織本身及其成員來說，參與組織涉及《競爭條例》下的若干風險，尤其是組織向成員提出建議時，或會影響成員的市場行為。**

## 競委會作出干預

2023年7月12日，競委會表示已接觸香港的士小巴商總會（商會），停止商會向的士車主會員提供車租建議的做法。<sup>1</sup> 競委會認為，這些組織作出的建議或會影響成員向客戶（本個案為的士司機）收取的費用，從而限制成員之間的價格競爭。因此，有關建議可能令組織違反《競爭條例》（《條例》），如成員決定採納建議亦可能違例。

在上述個案中，為釋除任何競爭疑慮，商會同意停止向會員提供車租建議，並改用不記名方式發布過往車租的綜合季度數據，以供會員參考。<sup>2</sup>

## 作出干預的法律基礎

《條例》第6條（即《第一行為守則》）除了禁止企業之間作出具有損害競爭的「目的或效果」的協議，亦禁止商業組織的成員企業作出或採納組織具有此目的或效果的決定。

競委會發出的《第一行為守則指引》（可於競委會網站參閱）<sup>3</sup> 訂明：「若業務實體作為某業務實體組織的成員，作出或執行該組織的決定，而有關決定又具有損害競爭的目的或效果，有關業務實體及有關組織均可能招致《條例》下的法律責任」（後加粗體以作強調）。<sup>4</sup>

指引接着引用一個虛構示例，競委會就此提出了另外兩項重要意見：

- 在示例中，某行業協會建議會員按某個金額調高產品價格。競委會表示，協會的決定具有損害競爭的「目的」。這代表競委會毋須分析建議的實際效果（即建議對市場競爭的影響（如有））。只要協會提出建議並有一名或以上會員執行，已足以令協會和會員招致《條例》下的法律責任。

- 競委會認為有關建議（由於關乎價格）構成《條例》下的「嚴重反競

<sup>1</sup> Commission Media Release of 12 July 2023, available at [www.compcomm.hk](http://www.compcomm.hk).

<sup>2</sup> Note 1 above.

<sup>3</sup> [www.compcomm.hk](http://www.compcomm.hk).

<sup>4</sup> At para 2.37.



爭行為」。這代表競委會可直接入稟競爭事務審裁處（審裁處），對協會（及執行有關建議的任何會員）提起法律程序，而毋須先給予糾正行為的機會。這也意味協會及任何執行有關建議的會員可被判處大額罰款及其他制裁，包括董事可能遭取消資格。

大部分（如非所有）香港企業均明白，如直接與競爭對手討論或協定價格（及其他議題），將嚴重違反《條例》並面臨重罰。無論有關討論是否於行業或專業協會的會議上進行，均會招致同樣後果。這宗個案表明，即使行業或專業協會的成員之間並無直接討論或協定價格，但當成員執行協會的

定價建議或決定，則其嚴重程度將與會員之間直接協定價格的行為無異。

### 實際影響

上文關於競委會對《條例》作出的詮釋會否獲審裁處認同，仍然有待觀察（如有任何抵觸，將以審裁處的意見為準）。不過從合規角度而言，組織和成員宜假定競委會的意見正確，並應注意以下重點：

- 組織應避免作出任何可能影響其成員互相競爭（尤其是價格方面）的決定或建議。為免發生有關情況，組織應定期檢視其職能範圍及會議議程。

· 無論在行業或專業協會會議或其他場合，成員應繼續避免與競爭對手討論定價或商業意向。倘成員得悉組織的決定或建議，而內容涉及定價或其他可能影響市場行為的事宜，成員在執行前應慎重考慮，如有需要可諮詢法律意見。

<sup>1</sup> 競委會在 2023 年 7 月 12 日發出的新聞稿，可於 [www.compcomm.hk](http://www.compcomm.hk) 查閱。

<sup>2</sup> 同上附註 1。

<sup>3</sup> [www.compcomm.hk](http://www.compcomm.hk)

<sup>4</sup> 見第 2.37 段。

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# Brand Tech Expertise

## 品牌科技專家

From AR/XR experiences to Web 3 turnkey solutions, Gusto Collective uses the latest technology to help clients tell their stories in a more dynamic manner  
Gusto Collective 利用最新科技，透過擴增實境（AR）／延展實境（XR）體驗和第三代互聯網（Web 3）一站式方案，協助客戶以更靈活的方式敘述品牌故事

**Established in 2020, Gusto Collective is one of Asia's leading brand technology groups, pioneering cutting-edge technology and brand experiences in the region. "We specialize in delivering best-in-class storytelling that blends the virtual and physical worlds, using XR, AI and the latest technology to power our solution," said Chief Finance Officer Jeff Zielinski.**

As a key player committed to shaping the future of customer experiences, Gusto Collective influences the spheres of immersive content creation, blockchain-based market activations and CRM loyalty solutions. The group specializes in two key domains: crafting immersive narratives for brands and providing advanced tech-integrated offerings through AR/XR, Web3 activations, metahuman IPs and emerging AI solutions. The Collective currently has over 220 full-time "Gustodians" across Hong Kong, Shanghai, Singapore, Kuala Lumpur and London.

The company has recently received widespread industry recognition – last year, it was



Gusto Collective created an NFT program for actor and producer Louis Koo's sci-fi movie *Warriors of Future* (2022), utilizing the latest Web3 blockchain technology.

Gusto Collective 利用最新的 Web3 區塊鏈技術，為演員兼製片人古天樂製作的科幻電影《明日戰記》（2022）開發 NFT 項目。

listed among Forbes Asia's 100 Companies to Watch, and won the NFT Innovation TADs (Tokenized Assets and Digital Securities) awards. It is backed by leading investors and industry players, including Animoca Brands, Gaw Capital and Cyberport Hong Kong.

Gusto Collective stands out from its competitors in several ways. Firstly, it offers an

agency practice that assists luxury brands in enhancing their presence through PR, social media, consultation and events. Additionally, it is a unique hybrid company, providing clients with not only MarTech products and services but also its own Intellectual Properties that can be licensed to brands.

"The future of branding

and marketing lies in the ability to craft captivating and immersive experiences that engage consumers. We must push the boundaries to appeal to the next generation of consumers. By harnessing the power of cutting-edge technologies, we can form meaningful connections that inspire participation," Zielinski explained.

“There is a growing appetite for immersive experiences that bridge the gap between the virtual and physical worlds”

「沉浸式體驗能接通虛擬與現實世界，市場需求與日俱增。」

– Jeff Zielinski,  
Chief Finance Officer of Gusto Collective  
Gusto Collective 首席財務官

For example, Gusto Collective runs its own Metahuman influencer management platform, where virtual influencers work with brands to bring their stories to life. “One of our more well-known Metahumans is named MonoC, who is a virtual artist in her own right, partnering with Phillips Auction House, Sotheby’s as well as Rosewood Hong Kong. This highlights the fact that there is a growing appetite for immersive experiences that bridge the gap between the virtual and physical worlds,” Zielinski said.

In recent years, the company has collaborated with over 130 client partners in the luxury, fashion, hospitality, entertainment and retail sectors. For instance, to empower the actor and producer Louis Koo’s vision to create a long-lasting movie franchise, Gusto Collective created an NFT program for his blockbuster sci-fi feature

film *Warriors of Future* (2022), utilizing the latest Web3 blockchain technology to build a fan base through community marketing.

“Through tech innovations, the way we empower brands to tell their stories has become much more dynamic and nuanced. We see our role as pivotal in bridging the Web2 world with Web3 adoption, in which education of its use cases is essential,” said Zielinski.

Looking ahead, Gusto Collective is expanding its footprint in APAC with new offices in Singapore and Malaysia.

“We have set our sights on building a global best-in-class company that is based in Asia,” Zielinski said. He added that the diverse and extensive membership is one of the reasons the company joined HKGCC, while also wanting to share its brand tech expertise with other fellow members.

Gusto Collective 於 2020 年成立，是亞洲領先的品牌科技集團，旨在為區內企業提供創新的尖端科技和品牌體驗。首席財務官 Jeff Zielinski 表示：「我們善於利用 XR、人工智能 (AI) 和嶄新科技，提供結合虛擬與現實的一流營銷方案，為敘述品牌故事赋能。」

Gusto Collective 致力塑造未來客戶體驗，引領沉浸式內容創作、區塊鏈為本的市場推廣和客戶關係管理忠誠方案的發展。集團專注發展旗下的兩大業務範疇：1) 為品牌打造沉浸式 事體驗；以及 2) 透過 AR / XR、Web 3 市場營銷、虛擬人知識產權及新興 AI 方案，提供高科技整合服務。目前，該集團在香港、上海、新加坡、吉隆坡和倫敦設有五個辦事處，僱用超過 220 名全職員工。

該公司最近在業界得到廣泛的肯定——去年入選福布斯「亞洲最值得關注的 100 家企業」，同時榮獲 TADS (代幣資產及數碼證券) 大獎的 NFT (非同質化代幣) 創新獎；又得到領先投資者和同業的支持，包括 Animoca Brands、基滙資本及香港數碼港等。

Gusto Collective 能夠在眾多競爭對手中脫穎而出，其中一個原因是他們為奢侈品牌提供營銷代理服務，透過公關、社交媒體、顧問和活動統籌服務，協助品牌進行推廣。此外，集團是一家混合型公司，除了為客戶提供營銷科技產品和服務，同時亦授權品牌使用自家的知識產權方案。

Zielinski 解釋：「品牌和市場營銷的未來發展，取決於能否創作

沉浸式體驗，讓消費者投入其中。我們要突破傳統界限，利用劃時代科技吸引新一代消費者，與他們建立有意義的聯繫，鼓勵投入參與。」

舉例說，Gusto Collective 經營自家的「數字虛擬人」KOL 管理平台，由虛擬網紅與品牌合作，把品牌故事帶到生活中。

Zielinski 說：「我們其中一個較廣為人知的虛擬人名叫 MonoC，她是一位虛擬藝術家，亦是富藝斯拍賣行、蘇富比和香港瑰麗酒店的合作夥伴。由此可見，沉浸式體驗能接通虛擬與現實世界，市場需求與日俱增。」

近年，Gusto Collective 與來自奢侈品、時裝、酒店、娛樂和零售業界超過 130 個夥伴合作。例如，為協助演員兼製片人古天樂延續電影的熱度，該公司為其賣座科幻電影《明日戰記》(2022) 開發 NFT 項目，以最新的 Web3 區塊鏈技術進行社區營銷，成功吸納了一群忠實影迷。

Zielinski 表示：「隨着科技進步，我們 述品牌故事的方式變得更生動細緻。我們的角色十分重要，是連繫 Web2 世界與 Web3 應用的橋樑，當中的關鍵在於實例個案的教育。」

展望將來，Gusto Collective 計劃將業務足跡擴展至亞太地區，在新加坡和馬來西亞開設辦事處。

Zielinski 說：「我們的目標是成為全球首屈一指的亞洲企業。」他補充，總商會擁有廣泛多元的會員網絡，是吸引該公司入會的其中一個原因，期望未來能與其他會員分享公司的專業品牌科技。



Company 公司名稱：Gusto Collective Ltd  
HKGCC Membership No. 總商會會員編號：HKG0667  
Established 創辦年份：2020  
Website 網站：www.thisisgusto.com



# Delivering Energy Solutions

## 打造能源方案

CLPe offers innovative business models with end-to-end energy management, enabling companies to adopt sustainable low-carbon practices

中電源動以創新商業模式提供端到端能源管理方案，協助企業低碳營商，邁向可持續未來

**With rising concerns about carbon emissions, businesses are looking to enhance energy efficiency at their properties or practices, leading to increasing opportunities for energy management solutions. Launched in Hong Kong in 1985, CLPe provides customers with one-stop energy solutions that combine products and value-added services, empowering them to pursue low-carbon business and lifestyle.**

To facilitate and support customers' energy transition initiatives, CLPe offers innovative business models that provide end-to-end management of a customer's energy assets and services.

"We totally understand concerns about financial resources when looking at capital projects. Under a Build-Own-Operate-Transfer (BOOT) arrangement, we design, fund, build, own and operate the energy systems for a defined period and transfer the ownership to the customer," explained Managing Director Ringo Ng.

Under the BOOT arrangement, CLPe experts provide technical know-how while clients can focus their resources on business development. For example, the company recently introduced the first "Cooling as a Service" project with Shui On Group. "The new freshwater-cooled system installed at Shui On Centre is expected to reduce electricity consumption by more than 30% compared with the existing seawater-cooled chiller plant – equivalent to a reduction of 370 tonnes of carbon emissions a year," Ng said.

The company is also partnering with Chinachem Group to build

Hong Kong's first zero-carbon chiller system at Nina Tower. It will reduce electricity consumption by over 50% compared with the existing system, which is equivalent to a reduction of 7,000 tonnes of carbon emissions a year. The project also incorporates zero-carbon elements.

"The electricity consumed by the chiller plants will be matched by an equal amount of Green Electricity Certificates linked to a renewable energy project of CLP Holdings, making it Hong Kong's first zero-carbon chiller system," Ng explained.

To further enhance the efficiency of its solutions, CLPe has adopted advanced technologies for its operations, such as the AI management platform PlantPRO, which can collect data from chiller systems and perform real-time adjustments to provide the most energy-efficient air conditioning.

Apart from helping businesses, CLPe also strives to raise public awareness about the importance of saving energy and switching to a low-carbon lifestyle. For example, the company has launched the CP Label – the



**“Apart from helping businesses, CLPe also strives to raise public awareness about the importance of saving energy and switching to a low-carbon lifestyle.”**

**「除了幫助企業，中電源動亦致力提升市民的節能意識，一同邁向低碳生活。」**

— Ringo Ng,  
Managing Director, CLPe Solutions Ltd  
—— 吳永豪 中電源動總裁



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first of its kind for electrical appliances with energy consumption and selling price as selection criteria in Hong Kong – to help customers choose energy-efficient and cost-effective home appliances.

“It takes into account the annual energy consumption of appliances and adds up the estimated energy expenses over a five-year period and the product selling price to provide a ‘five-year total cost’ estimate. It will be a useful and informative reference for consumers to select products,” Ng said.

Looking ahead, CLPe will continue to empower the sustainable development of Hong Kong and Mainland cities in the Greater Bay Area, with the aim to

support the net-zero carbon emissions goal by 2050 and 2060 respectively.

“For instance, green motoring is a vital part of Hong Kong’s journey to net zero emissions. Our team will accommodate the rising demands with our expertise and experience in EV charging solutions, and continue to explore and provide all-round energy solutions that meet customers’ needs, helping Hong Kong move towards carbon neutrality,” said Ng.

Ng added that CLPe strives to be a trusted partner to deliver energy and infrastructure solutions in Hong Kong and the Mainland. “By joining HKGCC, we can keep close to the business community and expand our network to various business sectors and institutions.”

**隨着社會各界日益重視減碳，企業正設法提升公司營運或旗下物業的能源效益，為能源管理專業帶來更多機遇。中電源動集團（中電源動）於1985年在香港成立，為客戶提供結合產品和增值服務的一站式能源方案，以助企業實踐低碳營商。**

為了令企業在投資能源轉型上更具成本效益，中電源動推出了創新的商業模式，為客戶的能源資產和服務提供端到端的管理方案。

中電源動總裁吳永豪解釋：「我們理解企業在進行資本項目時必須考慮資金的安排。因此，我們會根據『建設、擁有、營運及移交』（BOOT）形式，在指定期間內出資設計、建造、擁有和經營能源系統，其後將擁有權轉讓予客戶。」

按 BOOT 協議，中電源動負責項目的出資、建造和營運，客戶可專注發展其業務而毋須分心管理項目。該公司最近以 BOOT 形式，為瑞安集團提供全港首個「供冷即服務」項目。吳永豪表示：「瑞安中心新安裝的淡水冷卻機組，預計較原有的海水冷卻機組多節省超過三成用電量，每年可減少 370 噸的二氧化碳排放量。」

該公司亦與華懋集團合作，在如心廣場建造香港首個零碳供冷系統，預計較現有系統節省逾五成用電量，相等於每年減少 7,000 噸的碳排量。此外，項目還引入零碳元素，為環保多走一步。

吳永豪解釋：「項目將按供冷系統的每年用電量，由中電控股有限公司的可再生能源項目提供同量的綠色電力證書，成為本港首個零碳供冷系統。」

為進一步提升方案效益，中電源動善用先進科技提升營運效率，包括加入人工智能管理平台「PlantPRO」以收集供冷系統的運作數據，並實時作出調整，以提供最具有能源效益的空調服務。

除了幫助企業客戶節能減碳，中電源動亦致力提升市民的節能意識，鼓勵實踐低碳生活。該公司推出了「CP 認證」標籤，是香港首個以耗電量及售價為認證準則的電器產品標籤，助消費者挑選既節能又性價比高的家電。

吳永豪表示：「認證計劃以電器的每年耗電量為基礎，將五年的能源預算開支加上產品售價，計算出電器的五年預算總成本，為消費者提供實用的參考資訊去選購產品。」

展望未來，中電源動將繼續在香港和內地城市推動可持續發展，支持兩地分別在 2050 年和 2060 年前實現淨零碳目標。

吳永豪說：「綠色運輸是香港邁向淨零排放的重要一環。我們的團隊利用電動車充電方案的專業知識和經驗，滿足不斷上升的需求，並繼續探索和提供全方位的能源方案，以應客戶所需，從而協助香港實現碳中和。」

他補充，中電源動致力成為可信賴的合作夥伴，在中港兩地提供能源和基礎設施方案。「透過加入總商會，我們可以與商界保持密切聯繫，將網絡拓展至不同行業、政府部門和機構。」

Company : CLPe Solutions Ltd

公司名稱：中電源動有限公司

HKGCC Membership No. 總商會會員編號：HKC1326

Established 創辦年份：1985

Website 網站：www.clpesolutions.com



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# Mission to Guangzhou

## 廣州訪問團

The Chamber's recent trip to Guangzhou shone the spotlight on the city's drive to revitalize its rural areas, and opened doors for collaboration with local businesses  
總商會最近率團訪問廣州，了解該市的鄉村振興項目，並打開兩地企業合作的大門

**With Guangzhou actively working to diversify and modernize its rural areas, the Chamber undertook a mission to the city on 21-22 September to tap business opportunities and see firsthand the developments in the districts of Zengcheng and Conghua.**

Guangzhou is sparing no efforts to develop 11 key sectors via various rural revitalization strategies to promote balanced social and economic development, as per the long-term "Plan to Advance Agricultural and Rural Modernization," and in line with China's 14<sup>th</sup> Five-Year Plan.

Ecological and cultural tourism is also being given a fillip as a pillar industry. For example, Conghua and Zengcheng are already undergoing urban-rural integrated development, with a focus on boosting modern agricultural industrial parks and rural tourism.

Petrina Tam, Convenor of the GBA Working Group, pointed out that revenue from rural tourism in China reached RMB 40 billion in 2020. "With the consumption upgrade of urban and rural residents, rural tourism has

become an emerging industry in rural areas, presenting a promising outlook for rural development in Guangzhou," she said. "In view of this, the aim of the mission is to look into the progress of rural revitalization and modernization in Guangzhou within the GBA, as well as tapping into opportunities for cooperation with Zengcheng businesses."

Tam was joined on the mission by General Committee member Edmond Yue, China Committee Vice Chairman Edmond Yew and Chamber CEO Patrick Yeung.

Lying to the east of Guangzhou, Zengcheng is known as the hometown of lychees. In 2022, GDP surpassed RMB 132.5 billion. Ecological tourism is the mainstay of the northern areas, while the district's centre is its political, cultural and economic heart. The southern parts serve as a comprehensive service hub for talent flow, fund raising and industrial relocation.

On the first day of the mission, members joined the Zengcheng Promotional Seminar for a presentation on the latest developments in the district.

Pun Pang, President of CCPIT Zengcheng Sub-council, said Zengcheng ranked first in the Pearl River Delta region in terms of rural revitalization, and fifth in Guangzhou in terms of tax revenue. He added that the Guangdong Government has clearly positioned Zengcheng as Guangzhou's eastern hub.

Tam said with its clear positioning and abundant natural resources, Zengcheng could develop ecological tourism through attractions and tourist draws such as its hot springs, orchards and







Members met leaders of the CCPIT Guangzhou and Conghua sub-councils at Luodong Craftsman Town.  
代表團在羅洞工匠小鎮會見廣州市貿促會及從化區貿促會領導。

golf amenities, thus diversifying growth in rural areas.

The itinerary included a visit to Visionox Technology Co., Ltd. to learn about products from Guangdong's first AMOLED module production line and the company's innovative R&D achievements, as well as a tour of the 180-year-old Deng Stone House Pastoral Resort, which is home to well-preserved examples of traditional Hakka and Lingnan architecture.

Conghua, labelled "Guangzhou's back garden," has in recent years

been committed to developing emerging industries such as cultural tourism, with a view to gradually bringing about greater integration and industrial diversification. Currently, around 30,000 residents are involved in leisure- and recreation-related sectors in the district's rural areas. Conghua is also notable for its livestock production, with output ranked first in Guangzhou.

During an excursion to Luodong Craftsman Town, the delegation joined a forum hosted by Zhou Gengbin, Deputy Director of

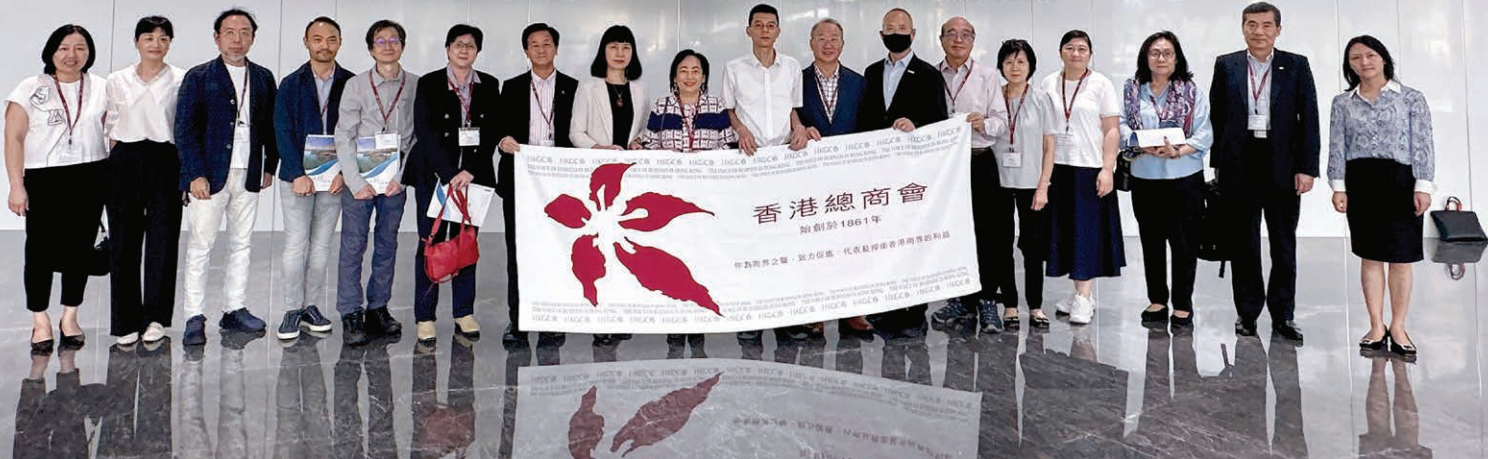
Conghua District. Zhou said Conghua is an important ecological hinterland in the GBA with rich resources, and is keen on creating a first-class business environment to attract foreign capital and promote high quality development.

Huang Yonghao, Project Director of Luodong Craftsman Town, discussed the integration of commercial, artistic and public well-being aspects into the town's various projects. He said this would help to sustain economic growth, generate rural



## 增城經濟技術開發區展廳

Exhibition Hall of Zengcheng Economic and Technology Development Zone



The Chamber delegation visited the Exhibition Hall of Zengcheng Economic and Technological Development Zone for an update on the latest developments in the district.

總商會代表團參觀增城經濟技術開發區展廳，了解區內最新發展。

employment and wealth and, ultimately, further facilitate urban and rural economic integration.

Other site visits in Conghua included Guangzhou Shunchangyuan Wine & Spirit. Delegates sampled the winery's famous products and were also treated to the wine. President Xi Jinping offered French President Emmanuel Macron during an informal meeting in April this year.

Members also stopped by Guangzhou Extraction Biology Technology Co., Ltd. to learn about the production and processing of wheat germ, as well as the industry chain of the company's food brand Jinglpei.

With the trip coinciding with the Chinese Farmers' Harvest Festival, the team joined in the celebrations put on at AIRice Town, a cutting-edge agriculture and cultural tourism project, as part of nationwide activities.

隨着廣州近年致力推動鄉村多元產業發展及現代化，總商會於9月21至22日率團赴該市探索機遇，親身體驗增城及從化區的發展。

根據《廣州市農業農村現代化「十四五」規劃》，廣州將實施鄉村振興戰略，發展11個重點產業，以促進社會與經濟均衡發展。

廣州亦銳意推動生態文化旅遊成為支柱產業。舉例說，從化和增城正着力

建設現代農業產業園和鄉村休閒旅遊，以推進城鄉融合發展。

大灣區工作小組召集人譚唐毓麗指出，2020年全國鄉村休閒旅遊經營收入高達人民幣400億元。她表示：「隨着城鄉居民消費升級，鄉村休閒旅遊已成為鄉村新興產業，未來廣州鄉村建設發展前景廣大。因此，是次考察團旨在探討位於大灣區內廣州的鄉村振興發展及現代化進程，同時發掘與增城企業合作的機遇。」

During a forum in Conghua's Luodong Craftsman Town, Zhou Gengbin, Deputy Director of Conghua District, said the aim was to create a competitive business environment to attract foreign capital.

一行在羅洞工匠小鎮出席座談會，從化區副區長周耿斌表示當地致力營造一流的營商環境，吸引外資落戶。







Learning about OLED display technologies at Visionox Technology in Zengcheng, the first company in Guangdong with an AMOLED module production line.

增城維信諾科技有限公司為廣東引進首條AMOLED模組生產線，訪問團一行到訪該公司，探索OLED顯示技術。

總商會理事余國賢、中國委員會副主席姚逸明及總裁楊偉添，亦有參與為期兩天的考察團。

增城又稱「荔枝之鄉」，位於廣州市東部，在2022年實現地區生產總值超過人民幣1,325億元。增城北部主要發展生態旅遊；中部是政治、文化及經濟核心；南部則是人才流動、資本集聚及產業轉移的綜合服務樞紐。

行程首天，代表團出席增城推介交流會，了解該區的最新動向。期間，增城區貿促會會長潘鵬表示，增城區的鄉村振興發展在珠三角排名第一，稅收收入位列廣州第五。他補充，廣東省政府明確定位增城區為廣州東部中心。

譚唐毓麗認為增城的發展定位明確，加上擁有豐富的自然資源，可結合溫泉、果園及高爾夫球設施等特色景點，發展生態旅遊，推動鄉村多元產業發展。

考察團亦參觀了維信諾科技有限公司，了解廣東首條AMOLED模組生產線的產品及創新科研成果，並實地走訪具180年歷史的鄧村吾鄉石屋民宿，發掘客家和嶺南的古建築風格。

從化被譽為「廣州後花園」，近年致力推動文化旅遊等新興產業發展，逐步實現多元產業聯動的深度融合。目前，從化有三萬多人從事農家樂相關行業，當地畜牧業產值更高居廣州第一。

團員遊覽羅洞工匠小鎮期間，參加由從化區副區長周耿斌主持的座談會。周耿斌指出，從化是大灣區重要的生態腹地，天然資源豐富，而當地政府正積極打造一流的營商環境，吸引外資落戶，以推動企業高質量發展。

羅洞工匠小鎮項目負責人黃永浩表示希望將商業、藝術及公益元素融入小鎮的不同項目，藉以帶動片區經濟持續發展，幫助農民就業致富，進一步助力城鄉經濟融合。

考察團又到訪嶺南荔枝酒莊——順昌源酒業，品嚐各款美酒及特色農產美食，更有幸一嘗國家主席習近平於今年4月一次非正式會晤期間宴請法國總統馬克龍的佳釀。

一行也到訪了廣州萃取生物科技有限公司，觀摩小麥胚芽的生產加工過程，以及了解該公司旗下糧食品牌——精力沛的產業鏈。

此行適逢全國慶祝「中國農民豐收節」，團員順道參與於當地農業文化示範區——艾米稻香小鎮舉行的節慶活動，同享秋收的喜悅。



Celebrating the Chinese Farmers' Harvest Festival in AIRice Town. The annual event is held nationwide.

團員遊覽艾米稻香小鎮，慶祝一年一度在全國舉行的「中國農民豐收節」。



## China Committee 中國委員會

### Meeting with Shantou Mayor 與汕頭市市長會面



Zeng Fengbao, Mayor of Shantou, Guangdong, led a delegation to the Chamber on 29 August, where they were welcomed by HKGCC LegCo Representative Jeffrey Lam and CEO Patrick Yeung.

Zeng said Shantou is promoting the high-quality development of its toy industry, which is mostly concentrated in the city of Chenghai, known as “China’s toy capital.” Lam said focus should be put on developing brand image, improving quality, and protecting the intellectual property rights of products.

Shantou has also been actively working to improve and expand its transportation infrastructure. The Guangzhou-Shanwei high-speed railway, expected to open in late September, reduces travel between the two cities to 90 minutes. Zeng hoped the new link would attract more visitors to Shantou for tourism, investment and business.

廣東省汕頭市市長曾風保於8月29日率團到訪，由總商會立法會代表林健鋒及總裁楊偉添接待。

曾風保表示，汕頭澄海區有「中國玩具之都」之稱，該市正着力推動玩具業界的高質量發展。林健鋒指出，當局應專注於建立品牌形象、提升質素及保護產品的知識產權。

此外，汕頭亦積極完善並擴展交通基建。廣汕高鐵預期將於9月底通車，屆時來往廣州和汕尾只需90分鐘，曾風保希望能吸引更多訪客前往汕頭旅遊、投資及創業。



Lu Feng, Deputy Minister of Economic Affairs, Liaison Office of the Central People’s Government in Hong Kong, led a delegation to the Chamber on 5 September. They were welcomed by Jack Chan, Chairman of the Financial & Treasury Services Committee, and other committee chairmen. At the meeting, members discussed Hong Kong’s economy, the difficulties they faced in running a business and their hopes for government support and unification.

中聯辦經濟部副部長呂峰於9月5日率團到訪總商會，由金融及財資服務委員會主席陳凱及多個委員會主席接待。會上，會員討論香港經濟動向和營商困難，以及期望政府能提供的支援。

The Chamber signed an MoU with the Shanghai Minhang District Investment Promotion Center at the Shanghai Minhang Investment Promotion Conference in Hong Kong on 31 August. Chamber Vice Chairman Douglas Woo represented HKGCC at the event, which was hosted by the Shanghai Minhang District People's Government and Oriental Pearl Group Co Ltd.

The policy advantages offered by Minhang District include support funds of up to RMB 10 million for the biopharmaceutical industry, industrialization schemes for important products and major projects for Shanghai's strategic emerging industries. Advanced manufacturing projects may be eligible for subsidies proportional to investment, with a maximum subsidy of RMB 20 million. For the modern service industry, Shanghai offers one-time rewards of up to RMB 6 million, as well as housing rental subsidies of up to RMB 10 million for regional headquarters and headquarters-type institutions of multinational companies in the city.



總商會副主席吳宗權出席由上海市閔行區人民政府和東方明珠新媒體股份有限公司於 8 月 31 日在港舉辦的「上海閔行招商引資香港專場推介會」，並代表總商會與上海市閔行區投資促進中心簽署合作協議備忘錄。

閔行區的政策優勢包括：為生物醫藥產業、重大產品產業化專案和上海市戰略性新興產業化重大專案提供最高人民幣 1,000 萬元資助；先進製造業項目可按投資比例獲發最高人民幣 2,000 萬元補貼；現代服務業方面，上海市為跨國公司地區總部和總部型機構提供最高人民幣 600 萬元的一次性獎勵，以及最高人民幣 1,000 萬元的購租房補貼。



Wang Shourui, Deputy Mayor of Shenzhen Municipal People's Government, visited the Chamber on 7 September for a meeting with Chamber Chairman Betty Yuen, CEO Patrick Yeung and members. Wang gave a presentation on the latest developments in Shenzhen, especially the Shenzhen Hetao cooperation zone and Qianhai. The Hetao cooperation zone comprises different industries, including medical technology, artificial intelligence and data science, among others. The Shenzhen Government is encouraging Hong Kong enterprises to conduct business in the cooperation zone and learn more about the unique operating environment.

深圳市副市長王守睿於 9 月 7 日率團到訪總商會，由主席阮蘇少涓、總裁楊偉添及多位會員接待。王守睿介紹深圳的最新動向，尤其是河套合作區和前海的發展。河套合作區由醫療科技、人工智能和數據科學等不同行業組成，深圳市政府鼓勵港企於區內經商，了解當地獨特的營運環境。



A delegation from CCPIT, Xiamen led by Chairman Ke Biru called on the Chamber on 11 September, where they met Chamber CEO Patrick Yeung.

The two sides discussed opportunities in supply chain management, air cargo services, talent admission and business consultation, as well as promoting cooperation and deepening ties between the two sides. Ke invited the Chamber to attend the China International Fair for Investment and Trade (CIFIT) next year. The annual fair, endorsed by China's State Council, is held every September in Xiamen.

廈門市貿促會會長柯碧如一行於9月11日到訪總商會，由總裁楊偉添接待。

期間，雙方討論供應鏈管理、航空運輸服務、人才輸入和企業諮詢等領域的機遇，以及加強兩地合作和聯繫。柯碧如亦邀請總商會明年參與中國國際投資貿易洽談會；投洽會經中華人民共和國國務院批准，每年9月在廈門舉行。



Jia Sun, Economist, Hong Kong Financial Research Institute of Bank of China (Hong Kong) discussed China's economic development and the impact on Hong Kong at the China Committee Meeting on 20 September.

中銀香港發展規劃部經濟師孫佳出席中國委員會9月20日的會議，剖析中國經濟發展及其對香港的影響。

The launch ceremony of the Yunnan Enterprise Branch of the Hong Kong Chinese Enterprises Association and the Yunnan-Hong Kong Enterprise Exchange Meeting took place in Hong Kong on 14 September. The event was officiated by Yang Mu, Director of the Hong Kong and Macao Affairs Office of the People's Government of Yunnan Province, Chen Baili, Deputy Secretary for Commerce and Economic Development of the HKSAR Government, Yu Xiao, Vice President and President of the Hong Kong Enterprise Association, and HKGCC CEO Patrick Yeung.

「香港中國企業協會雲南企業分會成立儀式暨滇港企業交流會」於9月14日在香港舉行。雲南省人民政府港澳事務辦公室主任楊沐、香港特別行政區商務及經濟發展局副局長陳百里、香港中國企業協會副會長兼總裁于曉及總商會總裁楊偉添共同主持揭牌儀式。

Chamber members attended the debut "Business Conference on Guangdong-Hong Kong-Macao Greater Bay Area Development" in Macao on 14-15 September. The event was jointly hosted by the China Council for the Promotion of International Trade (CCPIT), the People's Government of Guangdong Province, the HKSAR Government, and the Macao SAR Government. The symposium, which drew nearly 1,000 local and international participants from the political and business arenas, offered a platform for domestic and overseas business sectors to further develop the GBA and to promote cooperation.

首屆「粵港澳大灣區發展工商大會」於9月14日至15日在澳門舉行，多名總商會會員赴會。是次會議由中國國際貿易促進委員會、廣東省人民政府、香港特區政府及澳門特區政府合辦，旨在搭建聯繫海內外工商界的粵港澳大灣區平台，促進合作共贏，吸引近1,000名海內外政商界代表參會。



The 2023 Hong Kong-Mainland Joint Business Liaison Committee Meeting on 15 September was attended by around 65 representatives from the CCPIT, HKGCC, CMA, CGCC and FHKI, as well as trade promotion organizations and chambers from Hong Kong and the Mainland. Topics of discussion included further collaboration between committee members, ASEAN and Belt and Road opportunities, and Hong Kong's integration into the development of the Greater Bay Area.

「2023 內地—香港商會聯席會會議」於 9 月 15 日在總商會舉行。中國國際貿易促進委員會、香港總商會、香港中華廠商聯合會、香港中華總商會、香港工業總會，以及來自香港及內地多個省市的貿促機構及商會約 65 名代表出席，商討聯席會的未來合作、東盟和「一帶一路」機遇，以及香港融入大灣區發展等議題。



The “Hainan-Hong Kong Innovation and Entrepreneurship Promotional Seminar” took place in Hong Kong on 13 September. Meng Wei, Deputy Director of the Hainan Provincial Department of Science and Technology, said Hainan had the advantage of implementing free trade port policies in the Mainland. He added that the two economies should strengthen cooperation, and encouraged young Hong Kong entrepreneurs to consider launching their business in Hainan, which offers many support measures for private enterprises.

「瓊港創新創業交流推介會」於 9 月 13 日在香港舉行。海南省科技廳副廳長蒙巍表示，海南省擁有在內地實施自由貿易港政策的優勢，瓊港兩地應加強合作。他又指出海南省為私營企業提供多項支援措施，鼓勵香港青年創業家前往當地創業。

Eric Fok, Chairman of the China Committee, represented the Chamber at the 2023 World Guangdong Business Conference in Guangzhou on 21-23 September. Held under the theme “Global Cantonese Businessmen, World Bay Area, Shared Future,” it was hosted by the Guangdong Provincial Government, the Guangdong Provincial Committee of the Chinese People’s Political Consultative Conference (CPPCC) and the All-China Federation of Industry and Commerce.

中國委員會主席霍啟山於 9 月 21 至 23 日代表總商會赴廣州出席「2023 世界粵商大會」。是次活動由廣東省政府、政協廣東省委員會及全國工商聯合辦，主題為「全球粵商 世界灣區 共享未來」。

## GBA Working Group 大灣區工作小組

The Chamber led a successful mission to the districts of Zengcheng and Conghua in Guangdong on 21-22 September. The 18-member delegation included Chamber CEO Patrick Yeung, Petrina Tam, Convenor of the GBA Working Group, General Committee member Edmond Yue, and China Committee Vice Chairman Edmond Yew. (Read the full report on page 44).

總商會一行 18 人代表團於 9 月 21 至 22 日赴廣東增城及從化考察，成員包括大灣區工作小組召集人譚唐毓麗、理事余國賢及中國委員會副主席姚逸明。（詳情載於第 44 頁）



## Americas Committee 美洲委員會



### Meeting with the U.S. Commercial Service Hong Kong

Geoffrey Parish, the U.S. Chief Commercial Consul, Deputy Senior Commercial Consul Paul Frost and Commercial Specialist Michael Wajntal visited the Chamber on 30 August to exchange views on bilateral trade and investment. Chamber CEO Patrick Yeung greeted the visitors along with Americas Committee Chairman Evaristo Trevino Berlanga and Vice Chairmen Mark Michelson and Susana Munoz Enriquez.

Parish and his team shared about the upcoming U.S. trade missions to Hong Kong, which cover a wide range of sectors from medical technology to design to construction. In terms of medical technology development, the two sides discussed exploring opportunities for collaboration with universities in Hong Kong and the Greater Bay Area.

### 與美國商務部香港辦事處會面

美國首席商務領事彭傑夫、副高級商務領事 Paul Frost 及商務專家 Michael Wajntal 於 8 月 30 日到訪，由總商會總裁楊偉添、美洲委員會主席 Evaristo Trevino Berlanga、副主席麥高誠及穆思思接待，雙方就雙邊貿易及投資交流意見。

彭傑夫一行表示美國即將率領貿易代表團訪港，成員來自醫療科技、設計和建築等廣泛界別。雙方亦探討如何與香港和大灣區的大學合作，推動醫療科技發展。

### Deepening Connections with Mexico 與墨西哥加深聯繫

Ambassador Pablo Macedo Riba, Consul General of Mexico in Hong Kong, and Dr. Esteban Ramirez, Consul of Economic and Commercial Affairs, called on the Chamber on 7 September, where they were welcomed by Chamber CEO Patrick Yeung and Americas Committee Vice Chairman Susana Munoz Enriquez.

The Ambassador said Mexico was one of Hong Kong's largest trade partners in Latin America, with Hong Kong serving as a strategic gateway to the Mainland. He also provided an update on Mexico's economic rebound after the Covid pandemic. Both sides discussed the business opportunities for Hong Kong companies on nearshoring in Mexico, as well as cultural exchange activities for local and Mexican businesses through food and music.



墨西哥駐香港總領事 Pablo Macedo Riba 和經濟及商務領事 Esteban Ramirez 博士於 9 月 7 日到訪總商會，由總裁楊偉添及美洲委員會副主席穆思思接待。

總領事表示，墨西哥是香港在拉丁美洲的主要貿易夥伴之一，該國以香港作為通往內地的門戶。此外，他概述了墨西哥的疫後經濟復蘇進展。雙方探索港企在墨西哥近岸外判的商機，以及探討舉辦文化交流活動，讓本地與墨西哥企業透過美食和音樂加強聯繫。

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



### Forging Hong Kong-Qatar Connections 連繫卡塔爾

Consul General of the State of Qatar H.E. Ali Saad Al-Hajri and Deputy Consul General Maryam Ahmad Al-Shibi met Asia, Africa & Middle East Committee Chairman Jonathan Lamport, Vice Chairmen Dewan Saiful Alam and Yolane Japhet on 4 September to reinforce the relationship between the two parties and share insights into Qatar's latest developments.

Al-Hajri explained that Qatar enjoyed strong ties with China and the two countries collaborated closely. For example, Qatar and China jointly constructed the 80,000-seat Lusail Stadium, which was the main venue for the World Cup's final match and closing ceremony.

He added that Qatar's well-established infrastructure and investor-friendly policies presented many opportunities in different sectors such as green energy, fin-tech and biotechnology. He said Hong Kong and Qatar were quite similar as they both serve as connectors between East and West, and hoped that the two could work more closely together – where Qatar would provide resources and attractive business incentives, and Hong Kong could contribute by bringing in its expertise and international contacts in a wide range of sectors.

卡塔爾總領事 Ali Saad Al-Hajri 及副總領事 Maryam Ahmad Al-Shibi 於 9 月 4 日與亞洲、非洲及中東委員會主席林偉全、副主席 Dewan Saiful Alam 及何蘭會面，雙方討論加強合作，並分享卡塔爾的最新動向。

Al-Hajri 表示卡塔爾與中國緊密聯繫，密切合作，例如兩國共同建設了可容納八萬人的路薩爾體育館，為世界盃決賽和閉幕禮提供場地。

他補充，卡塔爾基建完善，加上各種投資便利政策，為綠色能源、金融科技、生物科技等不同行業帶來眾多機遇。他表示香港與卡塔爾十分相似，兩地都是東西方之間的聯繫人，冀能進一步加強合作——卡塔爾提供資源和措施吸引企業進駐，香港則為當地引入廣泛行業的專業知識和國際聯繫。

## 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**  
金融及財務服務委員會  
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





### 加強與孟加拉聯繫

孟加拉總領事 Israt Ara 於 9 月 11 日到總商會作禮節性拜訪，由總裁楊偉添和亞洲、非洲及中東委員會主席林偉全接待。雙方討論孟加拉與香港的經濟及文化連繫等議題，並同意加強貿易、投資、能源和旅遊等領域的合作。

Ara 表示兩地長久以來關係密切，期待未來更進一步。她又補充，孟加拉設有多個經濟特區，能為香港投資者提供物流、醫藥和旅遊等廣泛領域的商業利益。



### Egypt's Bold Vision

The Chamber was treated to a comprehensive update on the Egyptian economy and initiatives the Government has been rolling out since 2015 to boost growth as well as domestic and international investment. Chamber CEO Patrick Yeung and Asia and Africa Vice Chairman Yolane Japhet welcomed Hossam Heiba, CEO, the Egyptian General Authority for Investment and Free Zones, to the Chamber on 13 September, who was in town for the Belt & Road Summit.

Heiba explained that a key objective of the Government was to enlarge the private sector role in the economy to at least 65%, from around 25% today. It is also wooing investors with a host of initiatives and private as well as public free trade zones which are building up cluster industries across the country. With a population of around 120 million, of whom 10 million are foreigners working there, he explained that Egypt has a huge domestic market as well as free trade agreements with many countries, including with African, Middle Eastern and European nations. Menna Moones, Director, Investors Relations, and Sherief Malaty, Deputy Consul General of Egypt in Hong Kong, invited the Chamber to lead a business mission to the country to see the developments firsthand.

### 埃及高瞻遠矚

埃及投資與自由區管理總局首席執行官 Hossam Heiba 來港出席「一帶一路高峰論壇」，並於 9 月 13 日到訪總商會，由總裁楊偉添和亞洲、非洲及中東委員會副主席何蘭接待。Heiba 講解埃及的經濟發展，又介紹該國政府自 2015 年起推行的多項措施，以推動增長和國內外投資。

他解釋，政府的一大目標是擴大私營界別所佔的經濟份額，希望從現時的 25% 提升至 65% 以上。為吸引投資者，該國推出多項措施，又設立私營和公共自由貿易區，在全國各地建立產業集群。埃及人口約 1.2 億，其中有 1,000 萬為外籍僱員，除了擁有龐大的國內市場，更與非洲、中東和歐洲多國簽署了自由貿易協定。埃及駐香港總領事館投資者關係總監 Menna Moones 及副總領事 Sherief Malaty 邀請總商會率團訪問埃及，親身體驗當地發展。

## Boosting Ties with Bangladesh

Israt Ara, Consul General of Bangladesh, paid a courtesy visit to the Chamber on 11 September and was welcomed by CEO Patrick Yeung and Chairman of the Asia, Africa & Middle East Committee Jonathan Lamport. The two sides discussed topics related to economic and cultural ties between Bangladesh and Hong Kong, and agreed to foster closer cooperation in areas such as trade, investment, energy and tourism.

Ara said she was looking forward to more engagement between the two economies, which have enjoyed close ties for a long time. She added that the exclusive economic zones in Bangladesh would be able to cater to Hong Kong investors' business interests across a wide range of sectors, including logistics, pharmaceuticals and tourism.

## HKGCC Inks MoU with Kazakh Invest 總商會與Kazakh Invest簽署合作備忘錄

The HKGCC signed a Memorandum of Understanding with Kazakh Invest on 13 September to expand cooperation between Hong Kong and Kazakhstan. Zhandos Temirgali, Deputy Chairman, Kazakh Invest JSC and Patrick Yeung, CEO of HKGCC, signed the MoU, which was initiated during a meeting with Kazakhstan Consul General Almas Seitakynov during his visit to the Chamber in April this year. Temirgali, accompanied by Dauren Zhanseitov, Representative, Kazakh Invest JSC, and Kazakhstan Vice Consul Kamil Bekenov, explained that the country is actively looking to attract investment by offering a one-stop shop for investors and also encouraging Kazakh businesses to go global.

The country plays a key role in the Belt and Road Initiative, as it directly links China with Europe, which Temirgali likens to the "buckle" of the BRI. Members who wish to receive news updates on Kazakhstan can contact the Chamber secretariat.

總商會於9月13日與Kazakh Invest簽署合作備忘錄，擴大香港與哈薩克斯坦合作。這份協議在哈薩克斯坦駐港總領事 Almas Seitakynov 今年4月到訪總商會時促成，

由Kazakh Invest JSC副主席 Zhandos Temirgali 與總商會總裁楊偉添代表雙方簽署。Kazakh Invest JSC代表 Dauren Zhanseitov 及哈薩克斯坦駐港副領事 Kamil Bekenov 亦有隨行，他們指出哈薩克斯坦正着力吸引投資，為投資者提供一站式服務，同時鼓勵當地企業走向國際。

哈薩克斯坦把中國與歐洲連接起來，在「一帶一路」倡議中擔當重要角色，Temirgali 將之形容為「一帶一路」倡議的「帶釦」。會員如欲收取哈薩克斯坦的最新消息，請聯絡總商會秘書處。



## 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  
馬紹祥教授



**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



## Meeting with CEO of ADCCI 與阿布扎比工商會總裁會面

HKGCC CEO Patrick Yeung met a delegation from the Abu Dhabi Chamber of Commerce and Industry (ADCCI) led by CEO H.E. Ahmed Khalifa Al Qubaisi on 15 September, for an insightful presentation on the organization's work and mission, as well as potential areas of investment in the UAE's capital.

In line with achieving the objectives of the Abu Dhabi Economic Vision 2030 and UAE Centennial Plan 2071, the ADCCI has adopted a comprehensive and integrated strategy that adapts to the shifting global economic landscape and supports building a diversified knowledge-based economy to position the Emirate among the world's strongest economies.

阿布扎比工商會（ADCCI）總裁 Ahmed Khalifa Al Qubaisi 於 9 月 15 日率團到訪總商會，介紹 ADCCI 的工作和使命，以及阿聯酋首都的潛在投資領域，由總裁楊偉添接待。

為實現《阿布扎比 2030 年經濟願景》及《阿聯酋 2071 年百年計劃》提出的目標，ADCCI 已採取全面的綜合策略，以配合不斷轉變的環球經濟環境，並促進知識型經濟多元發展，推動阿聯酋成為全球最發達的經濟體之一。



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

The Chamber has submitted its response to the Environment and Ecology Bureau's consultation on the proposal to regulate and phase down Hydrofluorocarbons (HFCs). In its submission on 5 September, the Chamber welcomed the proposals to regulate powerful greenhouse gases with high global warming potential, but suggested that the Government should take into account the operational practicalities that businesses would be faced during the implementation, and defer the implementation of the ban on sale and supply, as well as on-product labelling requirement, to allow businesses more time to comply with minimal disruptions.

總商會於 9 月 5 日就環境及生態局管制及削減氫氟碳化物的諮詢文件提交回應。本會歡迎政府擬管制具有高全球升溫潛能值的強力溫室氣體，惟建議當局考慮企業在實施過程中面對的實際操作情況，延遲實施禁售和供應，以及產品標籤要求，讓企業有更多時間遵循新要求，盡量避免對業務造成干擾。

## Investment Opportunities in Subic Bay 菲律賓蘇比克灣投資機遇

A delegation from the Subic Bay Metropolitan Authority (SBMA), led by Karen Magno, Manager of Business and Investment Department for Manufacturing and Maritime, called on the Chamber on 15 September to introduce their work and potential areas of investment in Subic Bay in the Philippines. The visitors were met by Edmond Yue, General Committee member and Vice Chairman of the Asia, Africa & Middle East Committee.

As a member of the Belt & Road Initiative and ASEAN, the Philippines is looking into opening up the Subic Bay Freeport Zone – transformed from a former US naval facility into a self-sustaining tourism, industrial and commercial centre – to attract foreign investment and generate employment.

With investment opportunities available across sectors such as infrastructure, tourism, renewable energy, logistics, as well as ICT, the zone is an ideal destination for investors, said Magno. It prioritizes green practices and is home to a high-tech ecopark with a mixed-use area to accommodate various business practices. The zone is manned by more than 1,000 law enforcement personnel and authorities to ensure a low crime rate.



蘇比克灣都會管理局製造業及海事部商務及投資經理 Karen Magno 於 9 月 15 日率團到訪，介紹管理局的工作及菲律賓蘇比克灣的潛在投資機會。代表團一行由總商會理事兼亞洲、非洲及中東委員會副主席余國賢接待。

菲律賓作為「一帶一路」倡議和東盟的成員國，正研究開放蘇比克灣自由港區（曾為美國海軍基地，現為旅遊及工商業中心），以吸引外來投資，創造就業。

Magno 表示，港區的基建、旅遊、可再生能源、物流、資訊及通訊科技等不同行業均機遇處處，是理想的投資地點。港區亦重視環保作業，設有高科技環保園，提供混合用途土地，以滿足不同的業務需要。現時區內有過千名執法人員和機關主管，確保治安良好。

Members went on a tour of Ocean Park's new Coral REEFStorage Centre on 5 September to learn more about its conservation work to rebuild Hong Kong's coral reefs, including the use of 3D-printing technology to build artificial reefs to enhance coral survival and growth.

會員於 9 月 5 日前往海洋公園參觀新開幕的活化珊瑚中心，了解園方在香港復育珊瑚礁方面的工作，包括運用 3D 打印技術製作珊瑚礁盤，以提升珊瑚的生存機會及健康。

## Manpower Committee 人力委員會

The Manpower Committee held its meeting at Google Hong Kong's office on 5 September, where Michael Yue, General Manager, Sales and Operations, Timothy Tam, Head of Government Affairs and Public Policy, and Jamie Yang, Site Programme Manager, delivered a presentation on the tech giant's innovation and culture, and its Smarter Digital City initiative in Hong Kong.

委員會於 9 月 5 日假 Google 香港辦事處舉行會議。Google 香港銷售及營運總經理余名德、政府事務及公共政策總監譚雨川及辦公室項目經理 Jamie Yang 介紹這家科技巨擘的創新成果和文化，以及香港智慧數碼城市項目。

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

Convenor Richard Wong briefed members at a meeting on 5 September on the latest status of the Working Group's IP-Backed Financing Pilot Programme, with the aim to complete a first deal in late 2023. Members discussed the future direction of the Group and how it could contribute to accelerating Hong Kong's journey to become a leading IP-financing and trading hub. They also reviewed potential measures for achieving these goals, including possible collaboration with relevant public entities and Government bureaux.

工作小組召集人黃廣林出席 9 月 5 日的會議，介紹知識產權融資先導計劃的最新進展，預料首宗交易將在 2023 年底完成。會員討論工作小組的未來發展方向，以及如何推動香港加快發展為領先的知識產權融資及貿易中心，又審視達成這些目標的可行措施，包括與相關公共機關和政府部門展開合作。



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

SME Committee Vice Chairman Thomas Su attended the closing ceremony of the BugHunting Campaign 2023 on 5 September. The Chamber is one of the campaign's supporting organizations.

中小型企業委員會副主席蘇裕康於 9 月 5 日出席「狩網運動 2023」閉幕禮，總商會為活動的支持機構之一。

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

City	Area (sq. km)	GDP (USD billion)	Population (M)
Zhaoqing	15,006	39.2	4.06
Foshan	3,875	125.3	750
Zhongshan	1,770	46.4	3.23
Jiangmen	9,554	34.8	4.54
Zhuhai	1,696	32.3	1.68
Guangzhou	7,436	284.6	14.04
Shenzhen	2,007	99.1	8.25
Dongguan	1,159	49.5	4.78
Shenzhen	1,104	283.0	11.90
Hong Kong	29.2	44.7	0.64
Macau	29.2	44.7	0.64



John Mak, Program Director for Project Change, and SM Yau, Associate Program Director for Project Change, shared about the background and objectives of the organization at the committee meeting on 6 September. Project Change provides counselling support to youths arrested during the social unrest in Hong Kong, and has served 300 individuals since 2020.

After the meeting, the Chairmen Angela Lee, Thomas Su, Vikky Tam and Simon Hui hosted a networking banquet for committee members.



蛻變計劃項目總監麥曉暉和項目副總監邱誠武出席 9 月 6 日的委員會會議，分享該機構的背景和理念。蛻變計劃向在社會動盪期間被捕的青年提供輔導支援服務，2020 年至今已服務 300 人。會議結束後，委員會主席李慧賢、副主席蘇裕康、譚秀芳及許雅賢宴請委員會成員，增進聯繫。

## Talent Development 人才發展

### Issue & Crisis Management on Social Media

#### 社交媒體議題及危機管理

In an era where everyone can easily access the internet, social media has become the most popular platform for marketing. However, brand image can be severely harmed by negative posts and comments.

Communications trainer and coach Catherine Wong introduced the latest trends and developments in social media during a workshop on 31 August. Participants learned about building trust through the "trust triangle," as well as other approaches to prevent and tackle reputation crisis, explained through case studies.

在人人都能輕易連接互聯網的時代，社交媒體已成為最熱門的營銷平台。不過，負面帖文和留言或會令品牌形象嚴重受損。

溝通技巧培訓師及教練黃國恩主持 8 月 31 日的工作坊，講解社交媒體的最新趨勢和發展。參加者了解到如何運用「信任三角」建立信任，並透過案例分析掌握預防和應對聲譽危機的其他方法。



### Effective Influencing & Stakeholder Management 提升影響力與持份者管理

Being influential is seen as an important aspect of gaining greater success. When the stakeholder's needs are understood, a deeper trust can be built. This soft skill is not only applicable to consulting partners but also to people in the daily workplace.

Gary Lo, Managing Director and Principal Instructor of GLO Consulting, led a workshop on influence and stakeholder management on 7 September, where he shared instant yet effective skills in establishing connections with clients, exploring their needs and writing convincing speeches.

影響力被視為取得成功的要素，只要了解持份者的需要，便能加深信任。無論面對合作夥伴或職場同儕，這項軟技能同樣能派上用場。

GLO Consulting 董事總經理兼首席導師 Gary Lo 於 9 月 7 日主持以影響力與持份者管理為題的工作坊，講解如何快捷高效地與客戶建立聯繫、了解客戶需要，以及撰寫具說服力的演講辭。



### Young Executives Club 卓青社

The organizing committee of the YEC 10<sup>th</sup> anniversary Gala Dinner had a business lunch meeting on 30 August to discuss the event's budget, plans and theme.

卓青社十周年晚宴籌備委員會於 8 月 30 日舉行商務午餐會，商討活動預算、計劃和主題。

A hybrid conference titled "Hong Kong Youth Business Community Enters the China International Import & Expo Conference" was held on 13 September. The event was hosted by 19 youth associations and attended by Olivia Kung, Chairman of the YEC, which was one of the co-organizers.

「香港青年工商界走入進博會交流會」於 9 月 13 日以線下線上同步形式進行，由卓青社主席龔海欣代表總商會出席。是次活動由 19 個青年團體合辦，卓青社為合辦機構之一。

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## 2023 Hong Kong-Mainland Joint Business Liaison Committee Meeting 2023 內地—香港商會聯席會會議

After a three-year hiatus due to the pandemic, the 2023 Hong Kong-Mainland Joint Business Liaison Committee Meeting was held at the Chamber on 15 September. It was attended by 65 representatives from the China Council for the Promotion of International Trade (CCPIT), HKGCC, Chinese Manufacturers Association (CMA), China General Chamber of Commerce (CGCC) and Federation of Hong Kong Industries (FHKI), along with trade promotion organizations and chambers from Hong Kong and the Mainland, from Guangdong, Yunnan, Tianjin to Harbin. Topics included capitalizing on ASEAN & Belt and Road opportunities, as well as Hong Kong's integration into the development of the Greater Bay Area (GBA).

"Amid weak global economic recovery, the Mainland's economy is showing a generally upward trajectory, with its GDP growing by 5.5% year-on-year in the first half of 2023," said CCPIT Chairman Ren Hongbin. "Such steady growth will provide strong support for Hong Kong and bring tremendous market, investment and growth opportunities to the city."

Chamber Chairman Betty Yuen said in the face of geopolitical tensions and a shift in economic power from West to East, the Hong Kong business community would continue to serve as a super-connector between the Mainland and the rest of the world, with a view to promoting high-quality development of the Belt and Road Initiative.

「2023 內地—香港商會聯席會會議」於 9 月 15 日在香港總商會舉行。聯席會會議自疫情停辦三年後重啟，中國國際貿易促進委員會（中國貿促會）、香港總商會、香港中華廠商聯合會、香港中華總商會、香港工業總會，以及來自香港及內地多個省市（包括廣東、雲南、天津及哈爾濱）的貿促機構及商會約 65 名代表出席，商討如何拓展東盟和「一帶一路」市場合作機遇，以及香港融入大灣區發展等議題。

中國貿促會會長任鴻斌表示：「世界經濟復蘇勢頭不穩，但內地經濟持續恢復，總體回升向好，今年上半年 GDP 按年增長 5.5%。」他解釋，國家經濟穩步發展，將為香港提供強而有力的後盾，並帶來廣泛的市場、投資和增長機遇。

總商會主席阮蘇少涓指出，面對複雜的地緣政局，加上全球經濟發展重心逐漸從西向東移，香港工商界將繼續為內地和世界各地擔當超級聯繫人的角色，推動「一帶一路」邁向高質量發展。

# Lunch Reception with UAE Minister of Economy



## 與阿聯酋經濟部長共晉午餐

**HE Abdulla bin Touq Al Marri, the United Arab Emirates' Minister of Economy, hosted an exclusive luncheon for UAE companies in Hong Kong as well as local business leaders.**

The event, which was held on the sidelines of the Eighth Belt and Road Summit on 13-14 September, was attended by Chamber Chairman Betty Yuen, HKGCC Legco Representative Jeffrey Lam and Asia, Africa & Middle East

Committee Chairman Jonathan Lamport.

Al Marri emphasized the longstanding bilateral relations between Hong Kong and the UAE, and highlighted the importance of Hong Kong and the Mainland as trade partners. He also discussed the MoU signed in 2019 on investment and protection, which has paved the way for collaboration in industries including technology, renewable energy, tourism, transport, and aviation, as well as talent exchange.

阿拉伯聯合酋長國經濟部長 Abdulla bin Touq Al Marri 到港出席於 9 月 13 至 14 日舉行的第八屆「一帶一路高峰論壇」，期間宴請阿聯酋駐港企業和香港商界領袖共晉午餐，總商會主席阮蘇少淵、立法會代表林健鋒和亞洲、非洲及中東委員會主席林偉全應邀赴會。

Al Marri 強調香港與阿聯酋已建立悠久的雙邊關係，而香港和內地亦是阿聯酋重要的貿易夥伴。他亦談及於 2019 年簽署的促進和保護投資協定，為促進兩地在科技、可再生能源、旅遊、運輸、航空及人才交流等領域的合作鋪路。







## Visit to Google Hong Kong 參觀 Google 香港

**The Chamber's Manpower Committee held its meeting at Google Hong Kong followed by a tour of the high-tech office on 5 September.**

Michael Yue, General Manager, Sales and Operations, Timothy



Tam, Head of Government Affairs and Public Policy, and Jamie Yang, Site Programme Manager, shared their insights into Google's innovation and culture as well as its Smarter Digital City initiative in Hong Kong.

Chamber CEO Patrick Yeung offered his views on some of the most pressing issues affecting the work landscape, while Committee Chairman Jeffrey TK Tang led a discussion on the Chamber's draft of the Policy Address 2023/24 submission.

Emil Yu, HKGCC's Labour Advisory Board representative and member, shared the latest labour updates. The meeting wrapped with a networking session where members mingled over conversation and drinks.



**總商會人力委員會於9月5日假 Google 香港舉行會議，其後參觀該公司的高科技辦事處。**

銷售及營運總經理余名德、政府事務及公共政策總監譚雨川及辦公室項目經理 Jamie Yang 介紹 Google 的創新成果和文化，以及香港智慧數碼城市項目。

總商會總裁楊偉添就職場的迫切問題分享見解，委員會主席鄭添之則主持討論環節，就總商會 2023/24 年度《施政報告》建議書初稿交流看法。

此外，總商會勞工顧問委員會代表兼委員于健安講解勞動市場的最新動向。會議結束後，會員藉機把酒言歡，歡聚交流。





# Reforesting Hong Kong Waters

## 修復香港海洋生態

Often referred to as the rainforests of the sea, coral reefs play a crucial part in maintaining ocean health but are facing a significant threat from climate change and rising sea temperatures.

To help conserve local coral reefs, Ocean Park launched the Coral REEFstoration Centre in July with the aim to rebuild reefs in Hong Kong's southern waters while educating the public about marine conservation.

On 6 September, members had the opportunity to visit the new centre and learn about Ocean Park's coral restoration efforts, including 3D-printing technology to build artificial reefs that mimic some of the characteristics of natural reefs. They serve as an essential foundation for coral larvae on which to settle and grow, which greatly enhances coral survival.

Members also toured the park's marine conservation facilities including the centres for shark and stingray husbandry, and sea turtle rescue and recovery.

珊瑚礁有「海中熱帶雨林」之稱，對維持海洋健康至關重要，但氣候變化和海水升溫使其受到嚴重威脅。

為協助保育本地珊瑚礁，海洋公園的活化珊瑚中心於7月正式啟用，致力修復香港南部海域的珊瑚礁，以及提高公眾對海洋保育的意識。

會員於9月6日參觀新開幕的活化珊瑚中心，了解海洋公園復育珊瑚礁的工作，包括運用3D打印技術製作人工珊瑚礁盤，提供模仿天然珊瑚形態的基礎，讓珊瑚蟲依附生長，大大提升珊瑚的生存機會。

會員還參觀了園內各項海洋保育設施，包括鯊魚和鮪魚展館，以及海龜救援和康復中心。







## Making Aroma Stones with the Elderly

### 耆樂心靈擴香石工作坊

Chamber staff spent the afternoon of 15 September at Wu Ki Lim Neighbourhood Elderly Centre in Shau Kei Wan, where they helped the residents make and decorate aroma stones with materials provided by the NGO Smiling HeART.

Chamber CEO Patrick Yeung also joined the workshop, along with Tung Wah Group of Hospitals Chief Executive Albert Su, Community Services Division Head Low Chen-yang and Senior Section Manager Wun Chun-ki Angela. After the session Yeung led everyone in singing "Happy Birthday" to one of the residents, who was celebrating her 94<sup>th</sup> birthday!

總商會員工於 9 月 15 日下午前往位於筲箕灣的東華三院胡其廉長者鄰舍中心，運用由社會企業心思良品提供的材料，協助長者製作及裝飾擴香石。

總商會總裁楊偉添、東華三院執行總監蘇祐安、社會服務科主管婁振陽及部門高級經理溫俊祈亦有出席活動。工作坊結束前，楊偉添更帶領眾人合唱生日歌，慶祝其中一位婆婆 94 歲生日。





# FOR LEASE

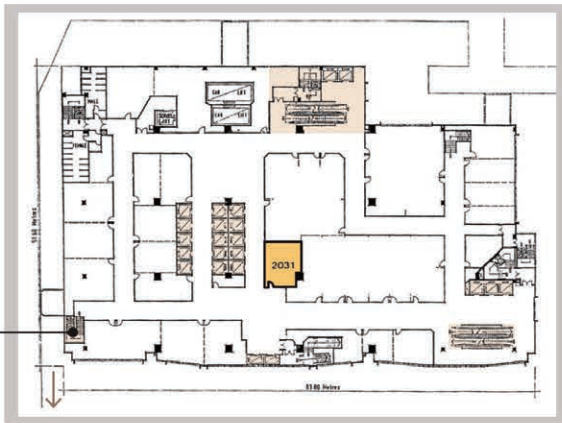
Shop 2031, 2/F, United Centre, 95 Queensway, Hong Kong



## OVERVIEW



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香港總商會1861

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



# WHAT'S ON 最新動

## COMMITTEE MEETINGS

Check with secretariat for details

## HEALTH AND WELLNESS WORKING GROUP

Oct 12 2:30 pm

## WEC EXECUTIVE

Oct 12 11:00 am

## LEGAL

Town Hall Forum with Secretary for Justice Paul Lam

Oct 13 10:00 am

## ASIA, AFRICA & MIDDLE EAST

Oct 16 3:00 pm

## HKCSI – EXECUTIVE

Oct 27 3:00 pm

## ENVIRONMENT & SUSTAINABILITY

Oct 31 3:00 pm

## SITE VISIT

### VISIT TO MUSEUM OF CHINESE MEDICINE

Organized by the Health and Wellness Working Group, the tour will introduce participants to the well-established history of traditional Chinese medicine in Hong Kong.

Oct 12 2:30 - 3:30 pm



The Hon Paul Lam Ting-kwok, SBS, SC, JP



## Town Hall Forum Series with

Secretary for Justice of the HKSAR

## ROUNDTABLE TALK

Visit website for full details and to register



## HKGCC & HKJCCI JOINT LUNCHEON

Oct 4 12:15 - 2:00 pm



## CATALONIA: WHERE TALENT MEETS INNOVATION ON THE GLOBAL STAGE

Oct 13 12:30 - 2:00 pm



## NETWORKING LUNCHEON WITH SINGAPORE BUSINESS DELEGATION

Oct 9 12:15 - 2:00 pm

## CHARITY

Visit website for full details and to register



## HUNGER RUN 2023

Oct 15 8:00 am - 3:00 pm

## WORKSHOPS & SEMINARS

Visit website for full details and to register



## DECARBONIZING HONG KONG 2050 SERIES: GREENING THE WORKPLACE – OVERCOMING CHALLENGES IN ESG IMPLEMENTATION

Oct 5 3:00 - 4:15 pm



## SEMINAR ON NAVIGATING CLIMATE-RELATED DISCLOSURES

Oct 17 3:30 - 4:30 pm



## WINNING THE PITCH

Oct 18 3:00 - 5:00 pm



MARK YOUR DIARY

**JOINT HAPPY HOUR**  
HKGCC x German Chamber of Commerce  
5 OCTOBER 2023 | 6:30 - 8:30 PM

**JOINT LATAM HAPPY HOUR**  
12 October 2023 | 6:30 - 8:30pm

**BUSINESS-SCHOOL PARTNERSHIP PROGRAMME 2022/23 LAUNCHING CEREMONY**  
Oct 6 5:00 - 6:00 pm

**Mission to Kansai**  
Osaka, Nara, Wakayama  
26 - 30 November 2023  
EXPLORING OPPORTUNITIES

TRAINING

Visit website for full details and to register

<p><b>HOW TO MANAGE DIFFICULT CONVERSATIONS</b> Oct 4 2:30 - 5:30 pm</p>	<p><b>ENGAGING WITH THE PUBLIC WITH TRUSTING KEY MESSAGES</b> Oct 10 9:30 am - 12:30 pm</p>	<p><b>LEGO SERIOUS PLAY WORKSHOP – CREATING A “CAN DO” WORKPLACE THROUGH CONTINUOUS LEARNING</b> Oct 10 2:30 - 5:30 pm</p>
<p><b>BUILDING A ROBUST TALENT PIPELINE</b> Oct 11 2:30 - 5:30 pm</p>	<p><b>CASH SELLING</b> Oct 10 9:30 am - 5:30 pm</p>	<p><b>HOW TO MANAGE YOUR FOREIGN-SOURCED INCOMES IN HONG KONG?</b> Oct 17 2:30 - 5:30 pm</p>
	<p><b>BRIGHTEN UP YOUR CAREER DEVELOPMENT WITH THE CHAMBER'S TRAINING COURSES</b></p>	
<p><b>EFFECTIVE NEGOTIATING</b> Oct 20 9:30 am - 5:30 pm</p>		





# TRAINING & DEVELOPMENT

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



## Effective Negotiating 有效談判技巧

Do you need to achieve better results in your negotiations? Join this interactive workshop to hone your skills in planning and structuring negotiations to achieve your desired outcome. Through participating in role play and structured activities, learn how to ask the right questions, hold your ground where it matters and collaborate to create a workable outcome for both sides.

### Workshop objectives:

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

### Workshop contents:

1. Principles of effective negotiating
2. Planning for the negotiation
3. Structuring the meeting
4. The art of assertiveness
5. Negotiating tactics

你希望透過談判取得更好的成果嗎？請即參加是次互動工作坊，鍛鍊規劃和進行談判的技巧，達到理想結果。通過角色扮演和各種活動，參加者將學懂如何提出適當的問題，在必要時堅守立場，同時與對方達成共識。

### 課程目的：

- 運用有系統的流程，有效規劃和進行談判
- 通過一系列的練習和角色扮演，訓練人際談判技巧
- 了解個人談判風格，因時制宜
- 探索常見的談判策略及應對技巧

### 課程內容：

1. 有效談判的原則
2. 規劃談判
3. 組織會議
4. 表現堅定自信
5. 談判策略



20/10/2023 (9:30 a.m. – 5:30 p.m.)



Cantonese 廣東話



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



Trainer 導師：  
Thomas Liu 廖國民，  
Training Consultant,  
HR Solutions  
培訓顧問



02/11/2023 (9:30 a.m. – 5:30 p.m.)



English 英語



Member 會員 \$1,800/  
Non-member 非會員 \$2,300

## Winning the Pitch

Pitching is a powerful tool for making recommendations, proposing ideas or conveying a concept. It serves as a means to communicate and persuade others by presenting information in a compelling and persuasive manner. Regardless of location or industry, outstanding presenters share certain attributes. Fortunately, these skills can be learned by everyone with some practice.

In this workshop, participants will explore the secrets of crafting and drafting impactful presentations - setting them off to winning the pitch.

### Key learning outcomes:

- Create presentations that resonate with your audience
- Make the pitch memorable by delivering your speech with emotion
- Spend less time on preparing more engaging presentations



18/10/2023 (3:00 – 5:00 p.m.)



Cantonese 廣東話



Member 會員 \$650 /  
Non-member 非會員 \$850

## 演講致勝之道

推銷演講是用於提出建議、想法或傳達概念的有效工具，以令人信服的方式表達訊息，藉以溝通交流和說服他人。無論身處任何地點或行業，優秀的演講者都具備某些特質，而所有人都可通過實踐來學習這些技巧。

在是次研討會中，參與者將探索創作與草擬演講的秘訣，從而發揮影響力，並脫穎而出。

### 學習重點：

- 創作能引起聽眾共鳴的演講
- 通過情感表達創造令人難忘的演講
- 以更少時間準備更扣人心弦的演講

### Trainer 導師：

Donald Ma,  
Executive Consultant,  
Milestone Three Ltd  
執行顧問



## Managing & Leading Change 管理及引領變革

Change is inevitable. Understanding change is a way to become an effective change agent – lead change and manage new approaches in daily life or within an organization. By joining this training workshop, you will learn the definition of change and its impact on individuals, which involves recognizing the benefits and challenges and common responses to it. You will also explore the importance of formulating the right message, reasons why people resist change and ways to deal with the resistance.

This programme is designed to help you to adapt to change and perform effectively:

1. Understanding reactions and emotions to change
2. Identifying the challenges and benefits of change
3. Understanding the reason behind the change and the magnitude
4. Delivering the messages to help overcome the obstacles

### Programme outline:

- Understanding change and how it affects people
- Understanding individual reactions to change
- Understanding different people requires different methods to motivate
- Formulating a message that overcomes obstacles
- Handling differences

改變無可避免，而了解改變能助你成為有效推動變革的先驅，在日常生活或組織內引領變革和管理新模式。是次工作坊將讓參加者了解改變的定義及其對個人的影響、改變的好處和挑戰，以及面對變革的常見反應。你還將學懂傳達正確訊息的重要性、了解他人抗拒改變的原因及應對方法。

### 是次課程助你適應改變並有效地：

1. 了解面對變革的反應和情緒
2. 識別變革帶來的挑戰和好處
3. 了解變化背後的原因及意義
4. 傳遞訊息以助克服障礙

### 課程大綱：

- 了解變革及其影響
- 了解個人對變化的反應
- 了解激勵方法因人而異
- 撰寫訊息以克服障礙
- 處理分歧

### Trainer 導師：

Raju Sajjani,  
Director & Lead Trainer,  
EHP Hong Kong Ltd  
總監兼首席培訓師



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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